

EUROPEAN NEWS

Philip Stephens and Andrew Fisher interview the president of the Bundesbank Poehl explains refusal to boost W German economy

LOOKING TANNED and relaxed in his top-floor office in the Bundesbank's headquarters in Frankfurt, Mr Karl Otto Poehl gives anything but the impression of a beleaguered central banker.

Yet in the past few months it is Mr Poehl, as president of the Bundesbank, who has been at the centre of a barrage of criticism from the US over what Washington sees as West Germany's failure to contribute enough to world economic growth.

In particular, the West German central bank's refusal to cut its official interest rates—despite two reductions in US rates—has generated an extraordinary mixture of pleading and veiled threats from economic policymakers on the other side of the Atlantic.

Mr Poehl is not easily ruffled, but with a series of high-level talks with other industrialised nations at the annual meeting of the International Monetary Fund only two weeks away, he clearly feels that West Germany's case needs to be heard.

First though, he indicates that he has no intention of bowing to the American pressure to cut the discount rate from its present level of 8 1/2 per cent.

When the Bundesbank's policy-making council next co-



Mr Poehl's facts and figures confirm judgment

(chairman of the US Federal Reserve) or with Jim Baker (the US Treasury Secretary) on that. They are absolutely right in saying that a strong economy like West Germany has to do as much as it can to foster economic growth. I want to make that very clear.

Then, however, comes the key difference. While the Americans are certain that West Ger-

many can do more. "We are convinced that we are doing what can be expected of us. And the facts and figures coming in every day are confirming our judgment as right," Mr Poehl says.

The second-quarter figures for West Germany's gross national product (GNP), for example, show that domestic demand grew by 5.3 per cent over the previous year, while investment was nearly 11 per cent higher. In volume terms exports have been relatively flat, while imports have been rising strongly.

Mr Poehl acknowledges that the country's unemployment rate, which has been hovering around 9 per cent, is a weak point in the economy. Employment, however, has been rising and he rejects the US view that the jobless total signals there is sufficient spare capacity in the economy for much faster growth without any risk of re-igniting inflation.

"We think we are reaching the limits... capacity utilisation is not far from the optimum," he says, adding in an aside that if it were calculated on the same basis that Washington uses, then West Germany's unemployment rate would be no higher than that of the US.

At the same time, he says, the IMF's forecasts have con-

firmed that the sharp rise in West Germany's current account surplus, expected to take it to \$25bn this year, is a largely temporary phenomenon, reflecting lower oil prices and the rise in the value of the D-Mark.

Then there are the money supply figures, showing growth in the central bank money stock running at an annual rate of more than 7 per cent against the Bundesbank's target of 3.5 to 5.5 per cent.

"If we strictly followed our criteria then we would have raised our rates." As it is, the deflationary impact of lower oil prices had allowed the Bundesbank to adopt a more flexible stance. "Nobody can blame us for being restrictive. That is nonsense. We have the lowest interest rates in the world."

That said, Mr Poehl is anxious to add that the door may not be closed permanently. "I do not exclude a cut in the West German discount rate forever... but the conditions have to be right."

One possible development which could prompt a change would be a further steep fall in the value of the dollar. Mr Poehl, however, gives little credence to suggestions that the US administration might seek to force the dollar lower in order to pressurise the Bundesbank.

That would be in nobody's interest and would risk re-igniting inflation and driving up interest rates. Mr Volcker is as concerned to avoid that possibility as anyone.

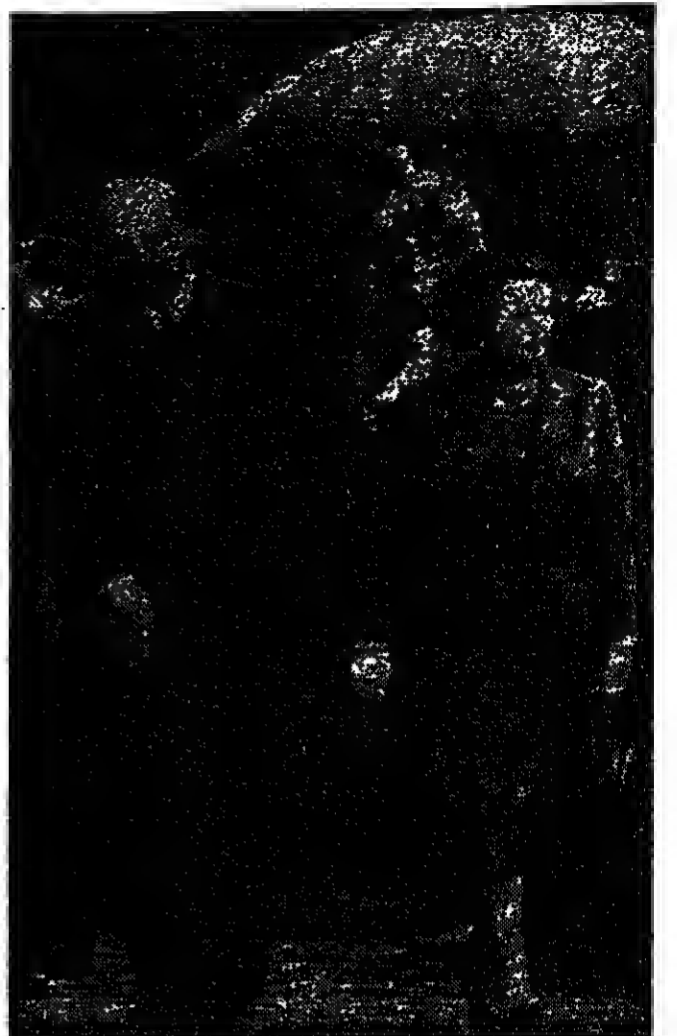
As to the present pattern of exchange rates, Mr Poehl was concerned to voice the need for stability, while rejecting any suggestion that the leading central banks had set any target zones for their currencies.

The Bundesbank's intervention last Friday to prevent the dollar rebounding on the foreign exchange markets was aimed first at promoting more stability.

Perhaps more important, however, it marked an acknowledgement by the Bundesbank that West Germany had to accept a strong currency as part of its contribution to a better equilibrium in the world economy.

"We really do not want to see the dollar go up again. I cannot see any reason for that." The intervention was also probably a small gesture to the US Administration.

But will there be anything else to offer the Americans at the Washington meetings? Mr Poehl does not see the need. "We are going with a very good record on economic, monetary and fiscal policy. We have no need to defend ourselves."



Mrs Margaret Thatcher, the British Prime Minister, with Chancellor Helmut Kohl of West Germany after arrival in Bonn for two days of talks.

Plans for 'heavy lira' held up

BY JOHN WYLES IN ROME

PARLIAMENTARY inertia is threatening the Italian Government's hopes of streamlining the country's currency early next year by introducing a new "heavy lira" worth 1,000 times the existing unit.

In an attempt to push-start the parliament, Mr Giovanni Goria, the Treasury Minister, yesterday wrote to Sen Claudio Venanzetti, chairman of the Senate's Treasury and Finance Committee, urging him to set early hearings on the legislation which will bring in the new lira.

The draft decree was in fact approved by the Council of Ministers nearly three and a half months ago and has been sitting neglected in the parliament ever since. The political crisis which extinguished government for five weeks in July and August is held to be responsible together with the summer holiday which followed it.

However, ministerial statements yesterday suggested that the Government is not fully confident that the legislature is about to warmly embrace the new lira.

Supporting Mr Goria's initiative, Mr Piar Luigi Romite, the Budget Minister, went out of his way to stress that the currency change had been unanimously adopted by all ministers from the five coalition parties. He added that the change of government next March, when Socialist Prime Minister Bettino Craxi is due to hand over to a Christian Democrat, should not be allowed to delay the parliamentary procedure.

For his part Mr Goria told the Italian agency that prolonged uncertainty could make the changeover—due to take two years—more difficult. He thinks that a background of falling inflation is ideal for

such a manoeuvre but fears that private business will not make the necessary preparations if the law appears stuck in parliament.

Mr Goria acknowledged yesterday that his original hopes of having the new lira notes in circulation alongside the existing currency early in the new year were no longer sustainable. But the new law must be adopted "by the spring," he said.

Sen Venanzetti responded by listing other priorities that his committee must deal with but said he hoped to begin proceedings late this month or early next. Under the Italian system, the lower house of the legislature must also deal with the bill in the same way.

The changeover should remove many of the current difficulties caused by the profusion of zeros in the Italian currency.

West Germany 'dependent on foreign labour'

BY LESLIE COLTIT IN BERLIN

WEST GERMANY is dependent on the labour of its more than 4m immigrant workers, the government's commissioner for foreign residents said yesterday, Reuter reports from Bonn.

Ms Liselotte Funcke told a news conference that forecasts of an imminent drop in the number of school-leavers meant that from 1987 there would not be enough skilled workers to meet industry's needs. "West Germany cannot cope, now or in the future, without its foreign workers," she said.

Ms Funcke was presenting a report on the employment of foreigners, which said the number of immigrant workers, estimated to be about 4.4m, was likely to remain constant over the next few years.

Numbers fleeing from East Germany increase sharply

BY LESLIE COLTIT IN BERLIN

MANY MORE East Germans have escaped to West Germany and West Berlin via third countries this year while an unusual series of attempted escapes to West Berlin has taken place in the past three weeks.

In the first eight months of the year, 2,778 people escaped compared to 1,195 in the same period last year. East Germany has allowed a record number of East Germans to visit Western relatives and friends, but very few of the 66,000 East Germans below retirement age who visited the West in the first five months of the year remained there.

Officials in West Berlin suggested that the largest number of escapees were made up of East Germans whose applications to emigrate legally to West Germany had been rejected. The escapes to the West took place mainly through other East European countries.

At the same time the number of East Germans escaping directly to West Germany and West Berlin fell to 66 (98 last year) in the first seven months of the year. Such escapes have steadily dwindled over the years because of increasingly effective border barriers.

Meanwhile, East Germany yesterday denied there were any fatalities in the latest thwarted escape attempt to West Berlin early last Sunday. The East German news agency said such reports in the West German press were a "silly tale" circulated by persons who have no interest in the development of good relations between East and West Germany.

The East German Government is concerned that such incidents might escalate into an issue in the current campaign for next January's West German federal elections.

Finland plans to join European Space Agency

BY DAVID MARSH IN PARIS

FINLAND is to become an associate member of the European Space Agency in a move demonstrating the Nordic country's bid to play a higher role in European technology collaboration.

Finland membership comes into effect on January 1. This coincides with an increase to 13 from 11 in the number of countries which are full members of ESA, as Austria and Norway—at present associate members—do join up fully from the beginning of next year.

Finland will pay 0.3 per cent of the agency's general budget of FFr 770m (£77m) next year. As well as participating in ESA's basic scientific cooperation programmes, it will also take part in the ESA project to extend Europe's activities in earth observation by satellite for purposes ranging from weather forecasting to mineral prospecting and crops surveillance.

Finland aims to participate in ESA programmes in the communications field but is not yet scheduled to play any role in plans to develop further the "Ariane space" rocket, ESA said yesterday.

AFTER THE BIG BANG, THE SURVIVAL OF THE FITTEST.

THE NEW PHILLIPS & DREW GROUP STRUCTURE
B.A.M. COTTRELL CHAIRMAN - CH. EAVES FCA - P.M.D. GIBBS FCA - C.J. LEWIS FIA - DR. P.C. NEILD
P.W. HARRISON - K.E. PERCY - G.M. REDMAN-BROWN - P.L.C. SMALLWOOD
NON-EXECUTIVE (SWISS): R. STUDER - R.G. MÜLLER - DR. K.W. FREISIG - MAINBOARD DIRECTOR

- FIXED INTEREST DIVISION**
120 Moorgate, London EC2M 6XP
Telephone: 01-628 4444
Tribuna House, Tribuna St. Liverpool L2 2PG
Telephone: 051 227 5571
C.J. Lewis FIA J.B. Woolfenden
The Fixed Interest Division acts as a principal in all fixed interest markets except foreign currency bonds and futures and options, where we act as agents.
- U.K. GOVERNMENT SECURITIES**
Sales
J.F. Perry P. Williams Mrs. P.R. Book
A.H. Gregory IPFA R.D. Leicester N.M.C. Rae
C.M. White A.W.B. Davies FIA S.D. Corker
Traders
R.L. Lawrence R.W. Osborne P.A.C. Churcher
E.R. Deddo R.O. Halfhead D.H. McDermott
- NON-GILT FIXED INTEREST**
Sales
K.J. Humphries E.V. Sullivan D.J. Sheath
J.A. Bradley A.W. Hattam
Trader
- STERLING BONDS (OVERSEAS CUSTOMERS)**
Sales
A. Bolton
- CURRENCY BONDS**
Sales
R.S. Baldwin
- FUTURES & OPTIONS**
Sales
Mrs. C.H. Furse
Dealers
P. O'Neal
- DIVISIONAL SERVICES**
CLIENT SETTLEMENT & FINANCING
M.H. Burns FCA
CLIENT LIAISON
P. Packard
EDP & COMMUNICATIONS
R. Sowray

- EQUITIES DIVISION**
120 Moorgate, London EC2M 6XP
Telephone: 01-628 4444
Dr. P.C. Neild
The Equity Division consists of the principal and agency business transacted in U.K. and overseas shares. It also includes worldwide corporate research.
- Sales**
T.F. Brown FCA P.C. Smallwood G.R. Gray
D.I. Harold P.A. Scott A.R.L. Pearson
D.J. Bailey C.A. Marsh P.M. Caultkett
R.J. Kandel J.A. Lindsay D.A. Sharp
P.H.C. de Bray G.J. Elacombe E.A. Whittingham
- Traders**
J.S. Dalby R. Hine
G.F.D. Edwards A.B. Jones J.M. Lynch
K.T. Mardin G. Richards P.D. Eilman
- RESEARCH**
K.W.A. Inglis FFA A.P. Jones C.D. Burbridge
W.T. Seward A.W. Goodwin R.L. Hannah
R.H. Ringrose
- FUTURES & OPTIONS**
Sales
M. Freyd R.J.C. Lowe
NEW YORK
H.W.H. Sants D.G. Elliott R.A. Gray

- ASSET MANAGEMENT DIVISION**
PHILLIPS & DREW FUND MANAGEMENT LTD.
Mercury House, Tribuna Court, 14 Finsbury Square,
London EC2A 1BR. Telephone: 01-628 6079
K.E. Percy
Phillips & Drew Fund Management Ltd. handles the investments of Pension Funds and other institutions on a fully discretionary or advisory basis.
- FUND MANAGERS**
J.B. Marsh FCA P.M.C. Meredith FIA
A.J. Dye C.H.V. Collins M.E. Brooks ACIS
J. Herringway W. Horwood Mrs. L.C. How FCA
I.P. McCaughan FIA I.S.W. Wielechowski D.I. Gold
R.F. Green D.H.S. Hobbs M.A. Murray
- DEALERS**
T.W. Buckland
- PHILLIPS & DREW INVESTMENT SERVICES LTD.**
Mercury House, Tribuna Court, 14 Finsbury Square,
London EC2A 1BR. Telephone: 01-628 4444
R.W. Harrison
Phillips & Drew Investment Services embraces the group's U.K. & Overseas Private Client and Charities and Trust Fund business and includes Phillips & Drew Trust Limited and Share Service.
- U.K. PRIVATE CLIENTS**
M.D. Bayliffe W.J. Kennett S.J. Shaw
- OVERSEAS PRIVATE CLIENTS**
R.A. Brown
- CHARITIES & TRUST FUNDS**
H.M. Harris-Hughes P.K. Harris
- ISERJEY**
C.R. Cavill A.H. Stewart B.L. Chang

- CORPORATE FINANCE**
120 Moorgate, London EC2M 6XP
Telephone: 01-628 4444
P.M.D. Gibbs FCA
J.R. Hyson A.E. Twist
Phillips & Drew Corporate Finance advises and manages negotiations, mergers and acquisitions for public companies.
- ISSUES & ACQUISITIONS**
A.R. Akcock A.G.A. Simmonds ACA
C.G. Stanforth FCA R.G.W. Williams ACA
- MARKET INFORMATION & COMPANY LIAISON**
C.C. Gooding FCA
- PROJECTS & FINANCIAL MANAGEMENT**
120 Moorgate, London EC2M 6XP
Telephone: 01-628 4444
G.M. Redman-Brown
Projects & Financial Management undertakes three principal activities: treasury management—money market and real estate services.
P. Morley IPFA G.S. Gray IPFA FCA MCT
- CLIENT SERVICES AND ADMINISTRATION DIVISION**
120 Moorgate, London EC2M 6XP
Telephone: 01-628 4444
Regent House, Highbury Road, Brentwood,
Essex CM14 4QQ. Telephone: 0277 222222
The Support Division includes all the departments of the Group which services the other four divisions.
- FINANCE**
C.H. Eaves FCA, Group Finance Director
- GROUP MACRO RESEARCH**
S.J. Lewis W.E. Martin D.A. Robins
- PROPERTY, COMMUNICATIONS & EDP**
W.R.C. Dyson W. Stratton N.S. Lancelotti FCA
- SETTLEMENT**
C.C. Stuges
- STOCK EXCHANGE COUNCIL**
G.T. Birks
- STOCK EXCHANGE DEALERS**
D.H.T. Bates
- JOINT VENTURE**
U.K.S. Finance & Drew International Ltd.
120 Moorgate, London EC2M 6XP

All of us who are involved in the Big Bang are doubtless aware of the next stage in the Development Of The Species. Namely, the Survival Of The Fittest. The organogram above shows how we at Phillips & Drew have changed to make ourselves fit to survive after 27th October. We have reorganised ourselves into five divisions. You now have at your service a major integrated securities house, all under the Phillips & Drew umbrella, and all backed by the resources of Union Bank of Switzerland.

We are showing the names of all our directors and assistant directors. Many are longstanding Phillips & Drew people, some are new faces from jobsbers Moulds and Edwards, Jones & Wilcox; some are newcomers from other firms. Many of the people named here are familiar from the past, while others will be new to you. But familiar or not, we are all ready and waiting to be put to the test. That is why our telephone numbers and addresses are on this page. So please make use of them and get in touch.

Phillips & Drew

فكرنا من الأجداد

EUROPEAN NEWS

EEC fails to break Athens veto over Turkey

By Quentin Poel in Brussels

GREECE yesterday successfully blocked the EEC from adopting any common front on the restoration of full economic and political relations with Turkey.

The first formal meeting between Foreign Ministers from the Community and Turkey for more than six years failed to break the veto imposed by Athens on any substantive talks on specific issues, such as trade relations, the access of migrant workers, and Turkey's plans to apply for EEC membership.

The veto that a full meeting of the EEC-Turkey Association Council took place for the first time since the Turkish military coup of 1980 was welcomed by Mr Vahit Halefoğlu, the Foreign Minister, as a breakthrough.

"This is the beginning of a closer co-operation which is going to lead us to full integration," he declared.

Sir Geoffrey Howe, the British Foreign Secretary, also saw the meeting as giving a new light to the normalisation of relations with Turkey in effect frozen since the military coup.

Sir Geoffrey was none the less forced to speak at the meeting simply on his own responsibility as chairman of the EEC Council of Ministers, rather than on behalf of the 12, because of the Greek objections.

Mr Theodore Pangalos, Greece's Minister for European Affairs, repeated the charge that Turkey had failed to make adequate progress in restoring democracy and human rights since the coup.

He insisted that the EEC had no mandate to negotiate with Turkey on specific aspects of the association agreement, which includes gradual dismantling of trade tariffs, allocation of a promised Ecu 600m (£14m) financial aid package, and measures for eventual free movement of Turkish migrant workers.

On the question of any Turkish application for membership, Sir Geoffrey said it was up to Ankara to decide when the time is ripe for an application of that kind. He said the immediate priority was simply normalisation of relations.

Mr Halefoğlu said it was the ultimate goal of his country to be "fully integrated" in the Common Market, and it was his "inalienable right" to apply for membership.

Diplomats said Sir Geoffrey had also raised the question of a "free movement" for Turkish migrant workers in the talks—supposed to take effect from December 1 this year. He urged Turkey to be cautious in any demands it made, pointing out that the promise was made at a time of full employment and economic growth in the 1960s, compared with the current high unemployment levels.

Five Ministers protest against nuclear plants

MINISTERS from five of the smaller EEC countries yesterday protested against the construction of nuclear plants near large population centres or close to borders with other countries, Reuters reports from Brussels.

The ministers of Denmark, Greece, Ireland, Portugal and Luxembourg insisted that a joint statement on the matter should appear in the minutes of a foreign ministers meeting in Brussels.

The move, seen as a protest against the siting of nuclear plants by some of the larger European states, coincided with more problems at the controversial new French power station being built at Cremona near the Luxembourg border.

An official at the plant yesterday revealed that tests at the station have been halted again following a short circuit inside a reactor.

Socialists say budget fails to reduce public spending

BY DAVID HOUSEGO IN PARIS

FRANCE'S opposition Socialist Party yesterday launched an attack on the Government's 1987 budget for "wrongly" claiming that public expenditure would decline in real terms.

Mr Edouard Balladur, the Finance Minister, had said that public spending would rise by only 1.8 per cent next year as against a 2 per cent inflation rate—thus marking a volume reduction in spending. The Socialist parliamentary party claimed yesterday — in what is likely to be the main point of controversy in the budget — that spending would have risen by 3 per cent next year if the Government had not channelled FFfr 14bn (£1.9bn) of privatisation receipts to fund normal budget expenditure.

The Socialists also claim that without this operation, there would be virtually no reduction in the budget deficit in 1987. The Government has provided for a FFfr 12bn reduction leaving a deficit of FFfr 128bn (equivalent to 2.5 per cent of GDP).

Of the FFfr 30bn of forecast privatisation receipts next year,

Moscow plays down 'spy' case

BY PATRICK COCKBURN IN MOSCOW

THE Soviet Union would like a quiet solution to the case of Mr Nicholas Daniloff, the US reporter, and does not think it should affect US-Soviet relations, Soviet spokesman said yesterday.

In Geneva, however, Mr Max Kampelman, the chief US arms control negotiator, had a different view. He said the Daniloff affair had already seriously affected superpower relations.

Mr Kampelman was speaking to reporters shortly after arriving in Geneva for a new round of US-Soviet talks on nuclear and space weapons beginning tomorrow.

Mr Boris Pradshiev, the number two Soviet Foreign Ministry spokesman, told a Moscow briefing yesterday that "the Soviet side would be happy to have the case solved as soon as possible and happy not to have the case at all."

The indication of Soviet willingness to conclude the Daniloff affair as quickly as possible came as Mr Edvard Shevardnadze, the Soviet Foreign Minister, left Moscow for talks in New York with Mr George Shultz, his US opposite number. Their discussions are considered critical for the arrangement of a superpower summit between Mr Mikhail Gorbachev, the Soviet leader, and President Reagan.

"The case should be dealt with quietly without dramatizing the situation," Mr Pradshiev said. This is in keeping with

Jailed Lebanese at heart of Paris terror wave

BY RICHARD JOHNS



AS EEC Ministers of the Interior prepare to meet for a crisis meeting on terrorism it is perhaps ironic to reflect on the fact that George Ibrahim Abdullah, the focal point of the bloody campaign of bombings in Paris, would probably not have been in prison if it had not been for very effective co-ordination between the French and Italian police.

There may now be some regrets that the 35-year-old Lebanese was ever caught or that he was not released when only minor charges were levelled against him. For the cost of his detention has been appalling — six killed and more than 300 injured in a series of 14 terrorist incidents.

Mr Georges Ibrahim Abdullah in French jail

The Lebanese Armed Revolutionary Front (Larf), a miscellany of Arab fringe groups believed to have a membership of only a few dozen people is driving a major capital city to the edge of a nervous breakdown.

Even more alarming are indications that its ability to cause mayhem in its campaign to obtain Abdullah's freedom has been made possible by its links with a network of international terrorist organisations all dedicated to attacking US Israeli and capitalist interests.

The Committee of Solidarity with Arab Political Prisoners, in whose name the claims and demands have been made, probably represents a ruthless radical alliance undoubtedly including France's own Action Directe.

Abdullah was detained on October 28 1984 on charges of

possessing three false passports and "association with criminals." The trail that had led to him had begun with the arrest over two years before on June 21 1982 at Rome airport of Christian Margo Franulisch, an Austrian, who was carrying seven false passports.

Her connection with a previous Paris bombing was quickly established and French police were able to confirm that she had rented from Hertz in Ljubljana, Yugoslavia, the Opel car with Austrian number plates which had exploded outside Al Watan al Arabi on April 22 1982.

It was more than two years later, after two more arrests by the Italian police of collaborators, that the flat in Lyons was

traced where Miss Franulisch had rested on her way to Paris in the Opel.

It had been rented by Abdullah under the name of Abdul Kader Sadi. He was detained, and nearly five months later a group calling itself the "Arab Revolution Movement" warned on March 23, 1985, that French blood would be spilled if he were not released.

Four days later M. Gilles Peyrolles, director of the French cultural institute in Tripoli, Lebanon, was kidnapped. He was subsequently released under an Algerian-brokered agreement whereby Abdullah would also have been freed. But the French authorities reneged on their part of the deal after police raided a Paris flat used by him and discovered

documents relating to Larf and a cache of weapons.

Among them was a gun of the kind used in the murders of Colonel Charles Ray, the US military attaché in Paris in January 1982 and Mr Iacov Barsinatov, an Israeli diplomat now generally reckoned to have been a Mossad secret service agent, in April of the same year.

Abdullah has been under investigation for these killings as well as involvement in the attempt the previous year on the life of Mr Christian Edison Chapman, the US charge d'affairs.

Larf was formed in 1980 and the French authorities presume Abdullah to have been its leader. Mr Peyrolles's kidnappers described themselves to him as "Marxist Maoists." All the members are said to

come from the same village of Qibayat in the north of Lebanon's Christian enclave.

Both the French and Italian security services seem convinced of Larf's association with Action Directe in France, West Germany's Red Army Faction, Italy's Red Brigades and Belgium's Communist Combatant Cells. Larf is also calling for the release of a Shiite terrorist who led the assassination attempt against Mr Shapour Bakhtiar, the former Iranian Premier, in 1982 and an Armenian whose anarchist bomb at Orly Airport in 1983 killed eight people.

Their inclusion in the same bracket as Abdullah can only be explained within the context of the complex and obscure alliance that has become known as "International Terror Inc."

Chirac tries to avoid humiliation as French fears grow

Paul Betts reports on efforts to cope with the surge of bomb attacks

DURING the past 48 hours there has been a perceptible change in the living habits of many Parisians, for the unprecedented wave of terrorist attacks in the capital has provoked fear, anger and concern among most residents.

Since the beginning of the year, four people have been killed and more than 200 injured in 14 different bomb attacks. Three serious attacks have taken place in the past week, including the bombing of a Paris supermarket, a cafe on the Champs Elysees and the Paris police headquarters.

More and more people are driving to work and avoiding the metro or the rapid urban transit system," said a young executive working for Renault.

The company's Champs Elysees cafe and car showroom was bombed last Sunday by Arab terrorists. She was sitting in the dining room of the fashionable Rue de Rivoli, where security was visibly stepped up following the bombings, as of most big Parisian hotels, department stores, official buildings, schools and other public places.

A cinema buff said: "I went to the cinema on Sunday and I was amazed to see how empty it was." In Paris, queuing to go to the cinema remains a popular Sunday pastime.

Scores of false alarms are continuing to plague the overstretched Paris fire brigade and police forces. On Monday there were more than 100 bomb scares. "It was (false)," remarked a police inspector. "We had to evacuate schools and cafes and often it provoked controversy in the budget."

The Paris bourse was the target of a false alert yesterday.

The Government anti-terrorist measures have also frayed nerves at airports as a result of the new requirement for all foreigners except EEC and Swiss citizens, to have visas to enter France.

Travellers without visas now have to wait an hour and travel agents yesterday criticised the disorganised way in which the visa requirement had been introduced.

In general however, French public opinion has approved the efforts of Mr Jacques Chirac, the conservative Prime Minister, to tighten security in an effort to combat terrorism in the capital. Apart from the extreme right National Front, the political parties have sought to close ranks behind the Government in its efforts, although the opposition Socialist Party has expressed worries that anti-terrorist legislation could restrict civil liberties.

President Francois Mitterrand, while calling for "implacable action" against terrorism, noticeably refrained from openly backing the conservative Government's latest measures before leaving on a state visit to Indonesia.

Mr Jean Marie Le Pen, whose National Front has everything to gain from the climate of insecurity, has openly criticised the Government's approach.

"It's not by talk that we will defeat terrorism," he said yesterday, demanding the re-introduction of the death sentence and the expulsion from the UN of all countries "involved" with terrorism.

With Mr Le Pen who is usually campaigned successfully on security and immigration issues,

the current bombings, he will see increasing pressure at a time when he is already engaged in a difficult exercise in cohabitation with President Mitterrand.

The bomb on Monday inside the Paris police headquarters on the Ile de la Cité near Notre Dame cathedral was especially humiliating for the Government. Coming the day after Mr Chirac's announcement of new

September 8: Bomb at post office of Paris town hall. One dead, 18 injured.

September 4: Bomb in the Paris urban transit network.

July 8: Bomb at Paris police Prefecture annex. One dead, 22 injured.

March 28: Bomb discovered on the Paris rapid urban transport system.

March 28: Bomb at the Pointe-à-la-Croix.

September 15: Bomb at Paris police headquarters. One dead, 51 injured.

September 14: Bomb at Pub Renault cafe and car showroom on the Champs-Elysees. One dead, two seriously injured.

September 12: Bomb in a supermarket cafeteria at La Defense in Paris. 41 injured, two seriously.

economic performance.

Further clouding Mr Chirac's efforts to resolve the current domestic security crisis is the long drawn out saga of the French hostages in Lebanon. For months now, the French government has been trying to negotiate the release of the French hostages.

If that were not enough, the latest incidents against the French contingent in the UN peacekeeping force in southern Lebanon, including the killing of a soldier last Saturday, have further heightened French perceptions about Arab terrorism.

The events of the past few days have revived the worst racist sentiments in those large parts of the French population who have tended to see the problems of insecurity and terrorism as intrinsically linked with the large population of Arab immigrants in France.

Fearing a potential unjusti-

sed backlash, a group of young North African immigrants and intellectuals appealed yesterday to Ibrahim Abdullah, the suspect Arab terrorist held by France, to urge his supporters to stop the Paris bombings. The Solidarity Committee of Arab Prisoners which has claimed responsibility for the latest French bomb attacks has made the release of Mr Abdullah its main condition to halt its terrorist wave.

At the same time, there are growing fears among many French citizens, traditionally sensitive over incursions by the state into their individual freedoms, that the latest terrorist events will inevitably lead to a further increase in police powers.

However much he appeals for vigilance, after his promises before the elections to improve the general security of French citizens, Mr Chirac risks losing face if his police and security forces cannot prevent bombings in places like the police headquarters or his own town hall.

Where do the major retailers go shopping for complete retail systems?



NCR of course

Not only have we installed the largest number of in-store computers in the UK to date, but more significantly we've just installed Europe's largest retail system for Britain's biggest department store group.

But what makes NCR so successful?

It could be our ability to provide the widest product range in the business. Or it could be our commitment to industry standards, fourth generation development tools and systems integration. Or perhaps it's our

unrivalled experience and understanding of the retail industry.

But one thing's for certain. Whatever your retail problems, NCR can supply the solution. From Head Office through warehouse to the store, NCR gives you control and information for better decisions.

So why not put NCR on your retail systems shopping list now and find out more today by calling Peter Pruden on 01-725 8275. Or write to NCR Limited, 206 Marylebone Road, London NW1 6LY.



Leading with technology without leaving you behind.

FINANCIAL TIMES

Published by The Financial Times (Europe) Ltd., Franklin's Court, London E.C.4, England.

Principal: Frankfurter-Societät Druckerei GmbH, Frankfurt/Main.

Responsible editor: C.P.F. Smith, Frankfurt/Main.

44, Broad Street, London W.1. 0 The Financial Times Ltd, 1002.

FINANCIAL TIMES, USPS No. 100940, published daily except Sundays and holidays. U.S. subscription rates \$36.00 per annum. Second class postage paid at New York, N.Y. and at additional mailing offices. POSTMASTER: send address changes to FINANCIAL TIMES, 14 East 57th Street, New York, N.Y. 10022.

OVERSEAS NEWS

Anthony Robinson in Johannesburg reports on the task facing the US Secretary of State
Shultz steps into South African minefield

AFTER six years during which Mr Chester Crocker, US Assistant Secretary of State for African Affairs, engaged in a fruitless shuttle diplomacy throughout southern Africa in the name of "constructive engagement" that policy is in ruins and his political overlord, Mr George Shultz, has decided to put his own diplomatic reputation on the line by visiting the region for the first time.

The timing, only a month before the mid-term congressional elections, and when President Reagan faces the unpalatable decision of whether or not to veto sanctions legislation approved overwhelmingly by both houses of Congress last week, starkly reflects the way in which South Africa exercises such a powerful and disturbing influence on the domestic politics of the US and the West generally.



George Shultz: seeking a breakthrough...

obdurate pre-electoral phase is not prepared to make concessions to help even those foreign politicians such as Mr Shultz who have, up to now, been prepared to resist domestic political pressures for sanctions and other limitations.

On the contrary, the Government appears to be preparing for an election in which resistance to "foreign meddling" and a defiant determination to reform apartheid in its own way and in its own time will be dominant themes.

It was a formula used with great success in the 1977 election fought largely on rejection of what was seen in Pretoria as the sanctimonious moralising of President Jimmy Carter.

There was no immediate reaction from Pretoria to the announcement of Mr Shultz's visit but he is expected to meet President Botha, Mr Pik Botha, Foreign Minister, and other senior Government officials who will doubtless use the occasion to enlighten him on "the realities of Africa."

What these realities are in the Government's eyes was spelt out again by President Botha in a speech to a gold conference in Johannesburg on Monday night. South Africa, he said, was a stabilising force in a continent where many African countries were dying and their economies "going down the drain."

As President F. W. Botha has already demonstrated to Sir Geoffrey Howe, the South African Government in its present



... where Sir Geoffrey Howe failed

"South Africa has advanced so far in this process that we cannot afford meaningless exercises prescribed to us by people who are masters in using slogans."

Whether Mr Shultz will receive a more sympathetic hearing from the other actors in the South African drama remains to be seen.

The policy of constructive engagement, under which the US has sought to use quiet diplomacy to secure the independence of Namibia but blinked at the withdrawal of Cuban

forces from Angola and sought to encourage rather than scold South Africa along the path of reform and black-white negotiations, has angered many in the black opposition.

The US insistence on Cuban linkage and President Reagan's earlier habit of seeing Southern Africa through the prism of wider East-West global considerations has put the US, the Thatcher government and now, after the Brussels decision on sanctions, the West German Government in the role of supporters of the "apartheid regime" in the eyes of black radicals.

Modernist black leaders such as Chief Gatsha Buthelesi, who oppose sanctions and welcome the presence of US companies with their support programmes for blacks, will welcome Mr Shultz.

But last week Mrs Corretta Scott King, was pressured by black radicals into calling off her planned visits to both President Botha and Chief Buthelesi.

Mr Shultz, seen as being badly in need of a new and more profitable US policy for the sub-continent, may not be treated in the same way.

But he will be left in little doubt that a harder line on the South African Government and greater sympathy and support both for sanctions and for the front-line states, which will be hurt by sanctions, is the policy many radicals would like.

Japanese wholesale prices fall 11.2%

By Gordon Crabb in Tokyo

JAPANESE wholesale prices fell last month by a record 11.2 per cent compared with August 1985, as import costs were pulled down by the year's rise against the US dollar and by lower crude oil and commodity values.

Prices as measured by the wholesale price index were down 0.9 per cent from July. In releasing the figures, however, Bank of Japan officials said yesterday they now expected the decline to slow.

In view of the former trend being shown in prices for oil and other commodities where Japan is not self-sufficient, the index is thought likely to bottom out this month.

The August figure of 83.3, against a base of 100 in 1980, compares with 83.1 for July and 93.4 for August 1985. The month-on-month change was the 18th consecutive fall.

The central bank said that, compared with a 23.6 per cent year-on-year reduction in raw materials prices, those for consumer durables were down only 1.9 per cent. Retail prices in Japan have generally fallen marginally, if at all, despite Government requests that traders pass some of the benefit on to customers.

Indonesia over a barrel on oil earnings

INDONESIA'S decision to devalue its currency by 45 per cent last week coincides with the most pessimistic official prediction to date about its oil earnings.

Following the fall in the oil price from \$25 a barrel in early 1986 to less than \$15 today, the country's earnings from oil and gas are projected to tumble from \$12.44bn in fiscal 1985-86 to \$6.52bn this year.

The impressive development record of this sprawling Asian country, encompassing 13,000 islands in an area wider than the US, has been largely underpinned by its oil exports. In the past they provided 70 per cent of official foreign exchange earnings and 80 per cent of the country's state budget revenues.

A manageable foreign debt, and the achievement of self-sufficiency in rice, the country's main staple food, have helped consolidate the position of President Suharto, who has led Indonesia since the mid 1960s. The fall in oil income represents a severe test for the President who faces a parliamentary election next April.

An austerity budget last April prescribed a 7 per cent cut in spending in 1985 to Rupiah 21,420bn (€3.7bn) the first decline for at least 14 years. This was 27 per cent below the Rupiah 29,400bn level projected under the five-year budget was calculated on the basis of an average oil price of \$25.

Today the Government faces an increase in the deficit on the current account, which according to Mr Radius Prawiro, the Finance Minister, could run as high as \$5bn by the year end. The devaluation will partly relieve this increase, but in the view of many economists much of the benefit will be absorbed by increases in service payments on the country's \$28.3bn foreign debt, denominated largely in US dollars and Japanese yen.

Indonesia's debt service ratio is likely to exceed 30 per cent in 1986 against 25 per cent in 1985, according to a recent World Bank report.

Indonesia has been able to escape rescheduling its foreign debts because of its previous policy of maintaining a cushion of undrawn credit. Such commitments totalled just over \$14bn at the end of last year.

In the long term the devaluation, announced last Friday, should increase price competitiveness and so stimulate exports. More immediately it seems likely mostly to affect those urban consumers dependent on imported food stuffs.

The impact on the poor, who make up a majority of Indonesia's 165m population, will

John Murray Brown reports from Jakarta on the pressures facing the economy

be offset by the Government's continued price support policy for staples like rice. One official of Bulet, the state-run logistics agency which sets the ceiling and floor price for cereals predicted little increase in prices as a result of the devaluation.

The Government has also said that all fuel, public transport and telecommunications costs would remain fixed for the present. A short-term increase in unemployment, a politically sensitive issue in a country

OIL AND GAS EARNINGS (\$bn)

1977	8.27
1978	12.85
1979	14.38
1980	14.86
1981	12.47
1982	12.09
1983	7.67

CURRENT ACCOUNT

1977	0.98
1978	2.86
1979	-0.56
1980	-2.27
1981	-4.25
1982	-2.11
1983	-1.43
1984	-6.80

* Forecast

where 1.5m new job seekers come into the market every year, is likely however.

Particularly vulnerable are companies committed to servicing expensive foreign loans and those relying on imported parts, such as the motor industry. One Western diplomat was predicting a spate of bankruptcies in the weeks following the devaluation.

The central bank has promised further measures in the near future and many local producers would welcome moves to bring down interest rates, which currently run as high as 24 per cent for hire chip companies. This would provide some spur for GDP growth, currently estimated at 2 per cent by the World Bank.

Last week's devaluation, like so many things in Indonesian public life, was perfectly stage-managed and took everyone by surprise. But it was only the latest of a series of measures taken to address the effect of falling oil revenues.

Mitterrand boost, Page 8

South Korea unveils plan to boost economy

SOUTH KOREA yesterday announced a five-year economic development plan starting next year, which forecasts average annual real growth of 7.2 per cent in gross national product (GNP). Better reports from Seoul.

Economic Planning Board officials said that continued high growth was possible now that low oil prices, a strong yen and stable international interest rates this year had helped South Korea lay a "sound foundation."

The plan foresees 7.5 per cent GNP growth in both 1987 and 1988 and 7.0 per cent growth in each of the next three years.

GNP is expected to rise more than 9 per cent this year against a 5.2 per cent gain in 1985.

The current value of GNP is expected nearly to double to \$180bn in 1991 from a projected \$92bn in 1986 while per capita GNP will rise to \$3,900 from \$2,200 respectively.

The country's trade surplus is forecast to rise to \$4.5bn in 1991

from an estimated \$2.5bn this year. South Korea's outstanding foreign debt, the world's fourth-largest at about \$47bn, is forecast to peak in 1988 and then begin falling in 1989, according to the plan.

The debt is projected to rise to \$48.2bn in 1988 but fall to \$46.1bn in 1991.

AP adds: Violent demonstrations were reported at three universities despite appeals by government authorities for restraint during the Asian Games.

Witnesses said that more than 1,000 students had clashed with riot police at Korea University in Seoul after a rally opposing the Asian Games, set for September 20 to October 5. The witnesses said that the students had hurled firebombs and stones.

The Yonhap News Agency reported that at least four policemen had been injured during a protest at Chonnam University in the southern city of Kwangju.



Ten out of ten.

KOREA HONG KONG INDIA SINGAPORE PHILIPPINES THAILAND TAIWAN INDONESIA JAPAN MALAYSIA

Cathay Pacific scores ten out of ten for service.
 Because only Cathay Pacific offers you the warmth and hospitality of not just one, but ten Asian lands.
 Superior in-flight service is just one of the ways in which we work towards achieving our prime objective:
 Making sure that everyone arrives in the best possible shape.

Arrive in better shape
CATHAY PACIFIC
 The Swire Group

ALL'S WELL THAT BEGINS WELL.

The excellence of Beefeater Gin springs initially from the water.

In fact from the Burrough family's own artesian well, a mere mile or so away from the Houses of Parliament.

It is the singular quality of this water that is so important to the distillation of really fine London Dry Gin.

And a vital ingredient in the original recipe passed down by James Burrough in 1820. Upon which, you could say, Beefeater's success has been... well-founded.



THE GIN OF ENGLAND

Every Peugeot 309 bought in Britain is being built in Britain.

At Ryton in Warwickshire to be precise.

And it may also surprise you to know that they're being built on some of the most efficient production lines, not just in Britain, but in Europe.

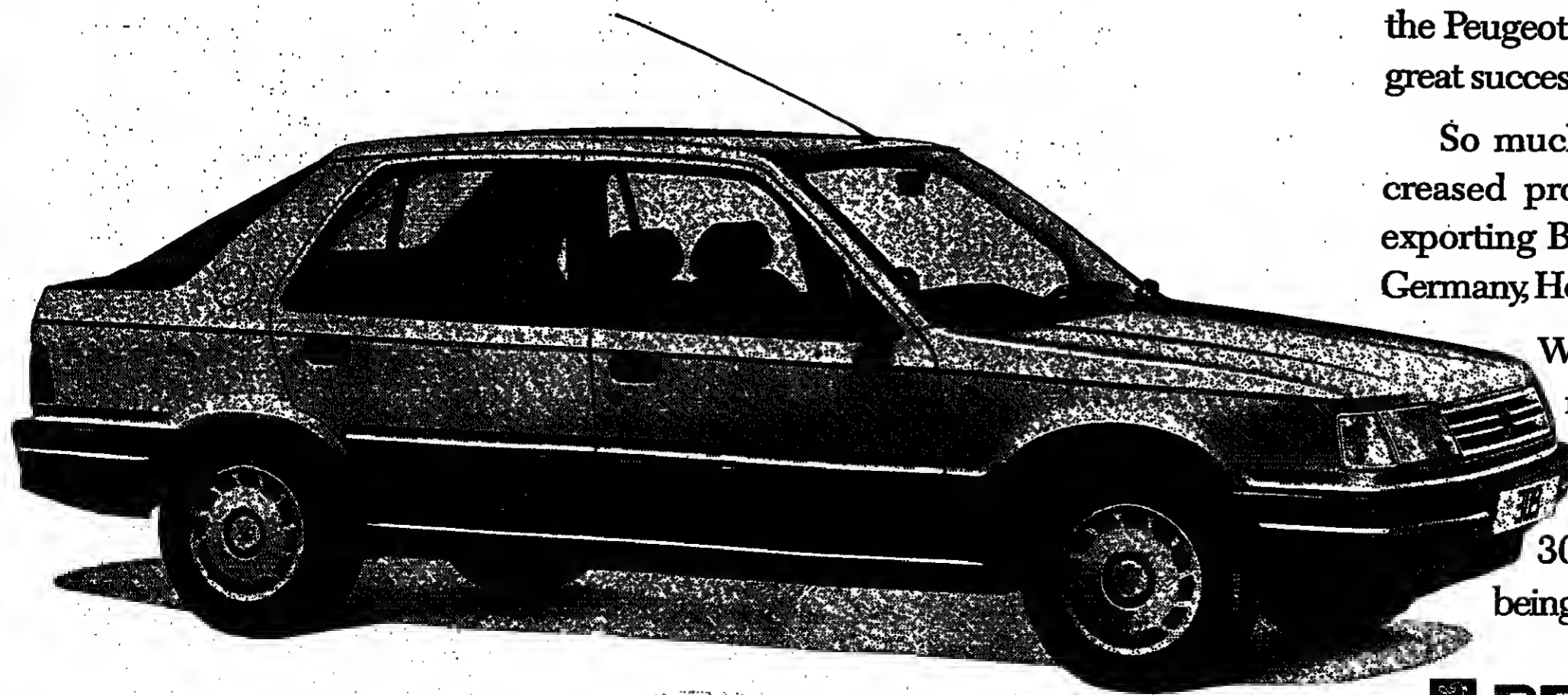
As you would expect from a car built in Britain, servicing, parts, and consequently insurance, are all that much more economical.

And thanks to our Ryton workforce, we're also happy to report that the quality of the British built 309s is amongst the highest in the entire Peugeot Group.

It's not surprising then, that the Peugeot 309 is becoming a great success.

So much so that we've increased production, and are exporting British built cars to Germany, Holland and Belgium.

Which means that now we're pleased to announce that not every Peugeot 309 built in Britain is being bought in Britain.



PEUGEOT

THE LION GOES FROM STRENGTH TO STRENGTH.

PEUGEOT TALBOT INTERNATIONAL HOUSE, P.O. BOX 712, BICKENHILL LANE, MARSTON GREEN, BIRMINGHAM B37 7HZ. TELEPHONE 021-778 6566.



PEUGEOT TALBOT 1986 WORLD RALLY CHAMPIONS

AMERICAN NEWS

Industrial production in US rises 0.1%

By Nancy Dunne in Washington

US INDUSTRIAL production continued a lethargic advance last month with output of the nation's factories, mines and utilities inching up 0.1 per cent, the Federal Reserve Board reported yesterday.

At the same time, the US continued on its way to becoming the world's largest debtor country. The deficit in the country's current account in the second quarter climbed to a record \$34.7bn (£23.4bn), 2 per cent above the \$34bn deficit in the first quarter, according to the Fed.

Some economists viewed the industrial production report as mildly encouraging because revised data for July and June indicated stronger industrial activity than had been earlier estimated. June was revised upward from -0.3 per cent to no change, and July output was boosted from a 0.1 per cent drop in production to a 0.3 per cent rise.

Part of the drag on production in August was contributed by utilities because of a sharp decline in electricity generation associated with last month's cool weather. Unlike previous months, the setback was not attributed to a decline in oil and natural gas drilling, which actually rose slightly.

Manufacturing production rose 1.4 per cent, with the largest gain coming in the volatile defence and space industries. Output of consumer goods gained 0.2 per cent and business equipment production moved up 0.5 per cent. Production of durable goods — the most expensive manufactured products with an average life of three years or more — sunk 0.6 per cent.

In the new current account figures, the deficit on trade in merchandise edged down slightly to \$36.02bn from \$36.46bn in the first quarter. A \$5.3bn surplus in the services category, although \$100m lower than in the first quarter, made a slight dent in the deficit.

Mining production continued its long slide downward last month, falling an estimated 1.4 per cent.

Mary Helen Spooner looks at the military's attitude to Pinochet Chilean junta signals displeasure

LIKE A CAT enjoying nine lives, Augusto Pinochet appears to have emerged from the September 7 assassination attempt more determined than ever not to cede power.

Under the state of siege imposed after the attempt, dozens of dissidents have been rounded up, several foreign priests have been expelled and at least three unresolved deaths of opponents of the regime have taken place.

But in spite of the show of strength, it is believed that a triumvirate of air force, navy and national police commanders, who, along with the army's vice-commander comprise the four-man ruling junta, have reservations about the state of siege.

The commanders also are known to oppose the likelihood that the general will extend his Presidency past 1989, the year his term in office ends. In past public declarations they have even hinted that free elections would not be out of the question. The regime's constitution provides for the junta to select a candidate, who could be Pinochet, to stand in a one-man presidential election that year.

Over the years Gen Pinochet has carefully managed the Chilean army, discreetly retiring would-be rivals or else appointing them to distant provincial posts.

One such officer is Gen Luis Danus, the fourth ranking



Gen Matzler... favours amending constitution

officer in the army, a former Economy Minister and current military governor of Punta Arenas in Chile's southern most region. Last week Gen Danus' army division issued a statement condemning the murder of a leftwing Chilean journalist, urging that authorities "identify the assassins as soon as possible so that justice may apply the full rigor of the law."

The statement was uncharacteristic of the army's traditional hermeticism on political events and has prompted speculation over possible splits within the military.

"What would most favour

the government is that the criminal who killed the journalist be discovered," Gen Danus told reporters. "This kind of action is inconceivable."

Last year the army's representative to the Junta was replaced by Gen Julio Canessa, an officer considered more unquestioningly loyal to the president than his predecessor. According to a Chilean military analyst, Gen Pinochet had hoped the appointment would tip the balance of power in the Junta to his favour.

A few months earlier the commander of Chile's paramilitary police force resigned following a scandal implicating 14 members of his force in a triple kidnapping and political murder. His replacement, Gen Rodolfo Stanga, was seen as a malleable newcomer.

But Gen Stanga proved otherwise, and quietly began the biggest shakeup of the force designed to weed out officials linked to past abuses. He has reduced the number of carabinieri in the regime's secret police intelligence agency, the Central Nacional de Informaciones (CNI), and within the junta has argued for political reforms.

"Stanga has shown himself to be a more difficult man to manipulate than Pinochet anticipated," a European diplomat in Santiago said. The police commander, along with Air

Force General Fernando Matzler and Naval Commander Admiral Jose Merino have indicated they favour amending the regime's constitution. They also appear willing at least to consider the National Accord, a multipartisan proposal for a return to democratic rule drawn up by 11 political parties last year.

Nevertheless, the commanders are mindful of what could befall them under a civilian government. In August a civil court judge implicated 15 military officers and 24 retired officers—all naval, air force and police officials—in the 1976 disappearance and presumed murder of 10 Chilean leftists. Although charges were dropped last week under a 1978 military amnesty law, the case clearly unsettled the military. Gen Fernando Matzler, often thought to be the most democratic-minded of the junta members, said the accused officers had his full support.

The attempted assassination has raised other concerns. Last week the Chilean leader received a delegation of six force officers in the La Moneda presidential palace, who swore their loyalty to the regime in the face of terrorist threats. Gen Pinochet noted that his would-be assassins might not attempt another attack on him, but would surely "look for other targets."

Mexican revenues from oil fall \$4bn

By David Gardner in Mexico City

Declining oil revenues and unexpectedly low tourism receipts from the recent World Cup football championships have combined to push Mexico's current account into a \$1.2bn (£784m) deficit for the first six months of this year. This compares with a surplus of \$64m in the first half of 1985 and a \$2.5bn surplus in the same period of 1984.

Bank of Mexico figures confirm an expected loss of \$4bn in oil revenue for the first half.

Total tourism receipts for the first half were \$815m, down 11.3 per cent on the same period last year, reflecting damage done to sector following the devastating earthquakes of a year ago.

Mexican tourism officials were optimistic about the year's earnings during the World Cup to buoy the otherwise grim trade picture confronting the country in the face of tumbling earnings from oil exports.

Bank figures show that the tourism account for June showed foreign receipts of just \$124.5m, fractionally up on June 1985, but down from the \$163m monthly average of the previous five months.

The first half trade surplus fell to \$1.55bn, down 60 per cent on 79 per cent respectively on the first halves of 1985 and 1984.

Total exports in the first half were \$7.65bn (against \$10.7bn and \$12.5bn in the same period of 1985 and 1984) but total oil revenue falling to \$3.1bn, from \$7.2bn and \$8.4bn in the corresponding half of 85 and 84.

Imports also fell nearly 10 per cent to \$6.1bn, but capital goods imports continued to rise (over 12 per cent in the private sector against the first half of 1985), and a 30.5 per cent rise in non-oil exports to \$4.5bn put back just over \$1bn of the \$4bn loss oil revenue for the half.

Direct foreign investment fell 26 per cent against the first half of 1985, to \$267.7m, but Mexico posted a 40.7 per cent saving in interest payments on its \$88bn foreign debt, paying out 4.33bn in the first half of 1986 against \$5.14bn in the same period last year.

The "errors and omissions" column of the balance of payments — which gives some indication of capital flight as well as other dollar transfers such as private sector debt amortisation—showed an \$1.5 per cent improvement.

It recorded a net outflow in the first half of \$210.2m, against \$1.13m in 1985, itself to be gauged against the \$6.4bn outflow in 1982, the year of Mexico's financial collapse.

An estimated \$1bn has been repatriated this year, as a result of a fierce domestic credit squeeze and encouraged by the rapid depreciation of the peso. The "controlled rate" for the peso against the dollar, used for merchandise trade and foreign debt transactions, was devalued 74.3 per cent in the first half, against an accumulated increase in consumer prices of 48.6 per cent for the six months.

World Bank urged to expand role in Latin America

BY STEWART FLEMING, US EDITOR IN WASHINGTON

STRONG support for an expanded role for the World Bank and other multilateral development agencies in their efforts to foster economic growth and structural change in Latin America, is expressed in a new study of the region's debt problems. The report was published today by the Institute for International Economics, a Washington-based consultancy.

Released ahead of the annual meetings of the World Bank and the International Monetary Fund at the end of the month, it underscores the growing fear that for much of Latin America (Brazil appears to be a possible exception) the 1980s will be a "lost decade" for economic development.

It urges Latin American countries to export more, to undertake financial, tax and deregulation policies to expand savings and to curtail the role of governments as producers of goods and services. The report says that \$20bn a year of new capital into Latin America is needed (double the amount tentatively implied in the Baker plan). It also urges Europe and Japan to adopt more expansionary policies.

The report written by four economic development experts, three of them from Latin America, concludes that the economic policy reforms which industrial countries through the World Bank and the IMF, are urging Latin American nations to adopt are sound. Indeed, Mr Fred Bergsten, the Director of the Institute, describes the report as putting "fresh on the bones of the Baker plan"—the proposal put forward a year ago by the US Treasury Secretary Mr James Baker to promote growth in middle-income developing nations.

Release of the report coincides with deepening unease in Washington about the prospects of an early agreement between Mexico and its commercial bankers on a new multibillion dollar debt relief package. The IMF agreed in principle last week to a new lending package for Mexico, contingent on commercial bankers agreeing to put

Brazil plans meetings with creditors

BY PETER MONTAGNON, EUROMARKETS CORRESPONDENT, IN LONDON

BRAZIL EXPECTS to start informal negotiations with its commercial bank creditors for a new multi-year debt rescheduling during the International Monetary Fund (IMF) annual meeting at the end of this month, Mr Dilson Furtado, Finance Minister, said in London.

However, in a statement that is bound to complicate the discussions and disappoint bank creditors, he said that he was adamant as ever that the new agreement should not be backed up by any form of IMF economic stabilisation programme.

"We don't want to do it and we are not going to do it," he told jour-

nalists during a visit to Europe.

Brazil's reluctance to seek an IMF programme was one of the main reasons why its 750 bank creditors this year agreed only an interim rescheduling arrangement rolling forward 1986 debt maturities until March next year. Last week Mr William Rhodes, chairman of the Citibank-led committee that represents bank creditors in Brazil's debt negotiations, reaffirmed the banking view that IMF linkage was necessary for a longer-term rescheduling arrangement.

Despite the reluctance of bank creditors to accept the \$31bn inter-

im rescheduling agreement which was finally signed 11 days ago, Mr Furtado made it plain that he is also sticking to his previous hard stand towards creditors in other areas.

The Brazilian Government was not prepared to make any concessions to bank creditors to back up their loans to private sector banks. There was no legal basis for the Government to stand behind such a back-up, and "we can't pay something illegal," he said.

Equally, Brazil was unwilling to step up payments of arrears to government creditors grouped together in the so-called Paris Club. Earlier

this summer Brazil unilaterally undertook to make a partial payment of about \$1.5bn, but government creditors have been pressing for more as one condition for reaching a rescheduling arrangement of their own.

Noting that such extra payments would have to come from Brazil's reserves, Mr Furtado said: "What we cannot do is reduce the level of our reserves."

Over the last three years Brazil had paid its bank creditors \$43bn in debt service and received only \$8bn back in fresh loans, he said.



Swiss Bank Corporation and export financing.

If you're not interested in foreign markets, just turn the page.

And while you're turning, somebody out there is making plans to grab the customers your company needs. Maybe it's already happening. A lot of companies make the news by learning about the international marketplace the hard way.

Are we trying to tell you there's an easy way? Not really. Except that the easiest way is probably to work the hardest. But if you are taking foreign sales seriously, the transaction skills we've developed over the years could make life easier for you.

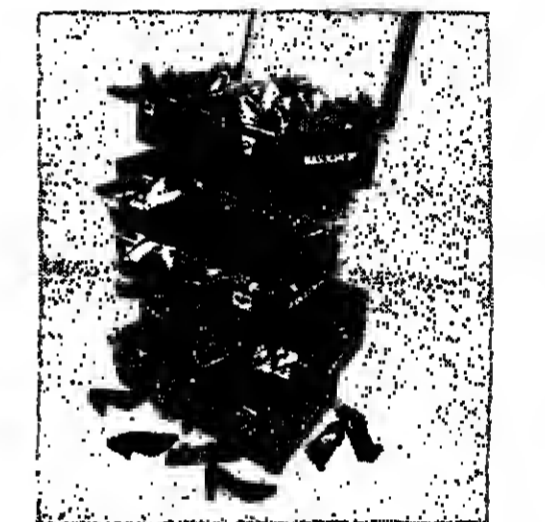
Remember, these are the markets we grew up in. And our business keeps growing.

Swiss Bank Corporation
Schweizerischer Bankverein
Société de Banque Suisse

The key Swiss bank

General Management in CH-4002 Basle, Aeschengplatz 6, and in CH-8022 Zurich, Paradeplatz 6. Over 200 offices throughout Switzerland. Worldwide network (branches, subsidiaries and representatives): Europe: Edinburgh, Frankfurt, London, Luxembourg, Madrid, Manchester, Monte Carlo, Paris, North America: Atlanta, Calgary, Chicago, Houston, Los Angeles, Montreal, New York, San Francisco, Toronto, Vancouver. Latin America: Bogota, Buenos Aires, Caracas, Lima, Mexico, Panama, Rio de Janeiro, São Paulo, Caribbean: Grand Cayman, Nassau. Middle East: Bahrain, Cairo, Tehran. Africa: Johannesburg. Asia: Hong Kong, Osaka, Singapore, Tokyo. Australia: Melbourne, Sydney.

WILL THERE STILL BE A MARKET FOR SHOES IN THE PHILIPPINES, NOW THAT MRS. MARCOS HAS DEPARTED?



Hotline could have warned you there might be trouble.

The most efficient source of business information anywhere is at your fingertips just by punching a few keys on your desktop computer terminal.

It'll tell you all about the prospects for maracas in Caracas or revolt in Upper Volta. Don't be wise after the event. Contact us about this new service, backed by British Telecom, by calling 01-836 9625 today.

hotline
PLUG INTO THE INFORMATION REVOLUTION

BUSINESS IN EUROPE



COME TO SHERATON

There's a Sheraton waiting for you in the heart of almost every major European city. And each one of them has made a commitment to the business traveler: It's a commitment that translates into comfort, luxury and services that anticipate your needs, including express check-out, quick reservations, 24-hour room service, secretarial assistance, sophisticated conference and communications facilities and much more. At Sheraton we understand the pressures and demands you travel under today. That's why we're determined to give you the hotel you need everywhere you need it in the world.

Sheraton
The hospitality people of ITT

NEW OPENINGS:
BELGIUM: SHERATON HOTEL & TOWERS
CYPRUS: LIMASSOL SHERATON RESORT & MARINA (EARLY 1987)
PORTUGAL: PORTO SHERATON HOTEL (NOW OPEN)
SWEDEN: SHERATON GÖTEBORG HOTEL & TOWERS (NOW OPEN)
© 1986 The Sheraton Corporation

CALL US FREE IN THE UK
0800 353535
Or call your travel agent.
Outside the UK, call your nearest Sheraton hotel reservations office, or your travel agent.

SEVENTY GREAT NAMES FOR SALE

NATIONAL BUS COMPANY IS BEING PRIVATISED

The State-owned National Bus Company is being privatised – not as one company, but in regional groups, but as around 70 individual companies. Companies with well-known local names like Southdown, Gosport, Midland Red and Yorkshire Traction.

The companies for sale include

bus and coach companies, engineering companies and the nationally-known names, National Express and National Travelworld, the travel agency chain.

And the sale is now on.

Many companies have a long tradition and are closely involved with their local communities.

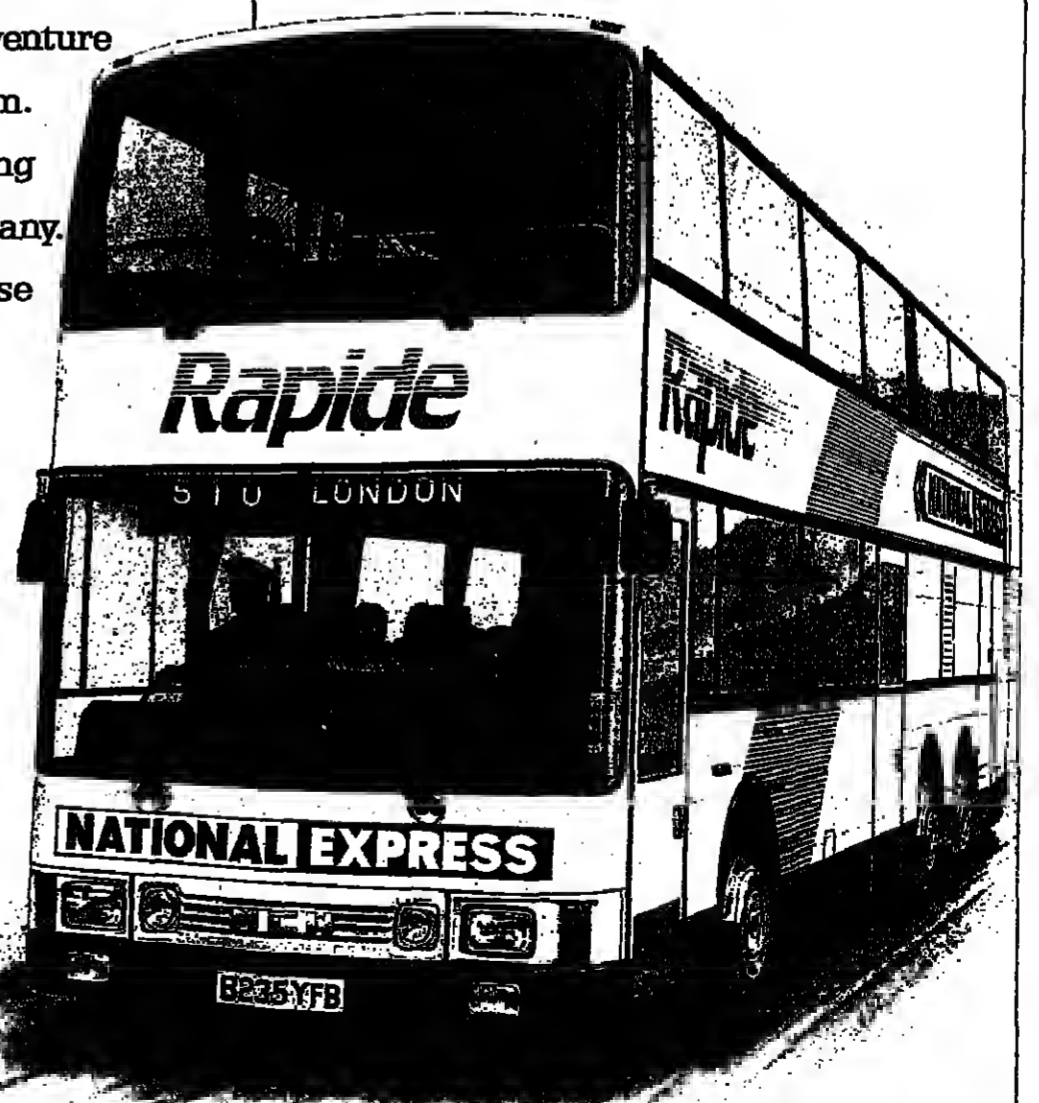
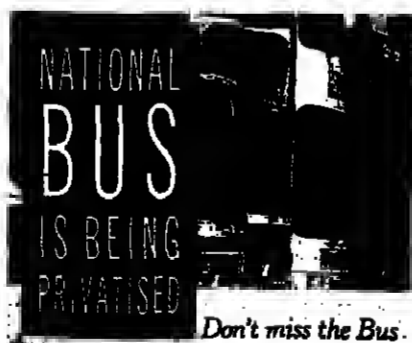
The privatisation of National Bus provides opportunities for purchasers to become involved in progressive transport and leisure travel businesses.

Here are some of the options:

1. You can make an offer for a bus or coach company.
2. You could consider a joint venture with the local management team.
3. You could obtain a valuable advertising medium through involvement with a bus company.

If you would like further information, please contact the Chairman, National Bus Company,

172 Buckingham Palace Road,
London SW1W 9TN.



This advertisement does not, and is not intended to, form the basis of any offer of the share capital of, or the undertaking or assets of, The National Bus Company or any of its subsidiary or associated companies.

It is issued on behalf of The National Bus Company by its financial advisers, Barclays de Zoete Wedd Limited.

WORLD TRADE NEWS

Mediterranean group holds up ratification of 'pasta war' deal

By Tim Dickson in Brussels

THE European Commission found itself in a diplomatically embarrassing position last night after EEC foreign ministers had again failed to endorse a provisional settlement of the so-called transatlantic "pasta war".

Contrary to most expectations in Brussels, Spain, Italy and Greece continued yesterday to hold up agreement on the package of parallel tariff reductions, which was negotiated in August by Mr Willy de Clercq, the EEC's external trade commissioner, and Mr Clayton Yeutter, the US Trade Representative.

This had appeared to end the dispute, which arose after US complaints about the treatment of its citrus fruit exports but which escalated last November with retaliatory measures by the US against EEC pasta and by the EEC against US walnuts and lemons.

Assuming the reservations of the Mediterranean countries can be overcome in the next five weeks, the delay in ratification is unlikely to have serious practical consequences. The timetable for implementation will probably not start anyway until next month.

The setback, however, in politically awkward for Mr de Clercq who is understood to have assured the US earlier this month that political consent by the "pasta" bloc at this week's meeting would be little more than a formality.

As a result the US signed, and on Monday implemented,

a quite separate agreement between the two trading blocs on EEC exports of semi-finished products, the final approval to which they had earlier made conditional on a successful final outcome to the pasta-citrus dispute.

Commission officials were keen to emphasise yesterday that the objections of member states can be overcome internally and will not involve re-opening negotiations with the US.

Spain is unhappy because under the terms of the proposed pact the tariff on US almonds exports to Europe is reduced from 7 to 2 per cent, comparing favourably with the 5 per cent levy on Spain's own almonds exports to other member states.

The Italians, meanwhile, are seeking money from the Commission to subsidise their orange processing industry and they remain concerned that the thorny problem of the level of EEC subsidies on pasta exports to the US has still not been fully resolved.

The Greeks feel that they are receiving no benefits in return for the concessions made to the US.

Meanwhile, a simultaneous meeting of Community Farm Ministers in Brussels was able yesterday to approve, by majority, a separate trade package with the US guaranteeing a minimum level of sales to the Community of cereals, notably maize and sorghum.

Marconi bids for \$400m torpedo contract

By Tim Dickson in Brussels

MARCONI Underwater Systems of the UK is putting forward a modified version of its Tigerfish torpedo in a bid to win a \$400m (£270m) US contract. The aim is to give the US navy a relatively cheap and simple torpedo for use against surface craft.

The programme was conceived by Mr John Lehman, the Navy Secretary, who has argued that many surface targets do not require all the sophisticated electronics that has pushed the cost of a single standard Mark 48 US heavy-

weight torpedo to a reported \$800,000.

He has thus solicited bids for a heavy torpedo in the range of \$200,000-\$300,000 each, of which some 2,000 would be bought over seven years.

Marconi is believed to be competing against Gould, maker of the Mark 48, Honeywell, the traditional US maker of lightweight torpedoes, and Whitehead Motofides of Italy. Thomson CSP of France is believed to have dropped out of the running.

The bidding closes this week.

Mitterrand seeks closer links with Indonesia

By John Murray Brown in Jakarta

PRESIDENT Francois Mitterrand began a four-day visit to Indonesia yesterday, the first by a French leader. His talks with President Suharto were aimed to "improve commercial links between the two countries," officials said.

France is Indonesia's third European trading partner after the Netherlands and West Germany and is one of the western donor members of the Inter-Governmental Group on Indonesia (IGGI). Last year's trade balance amounted to Ffr 2.1bn in France's favour, according to French Embassy officials in Jakarta. French imports from Indonesia totalled Ffr 1.5bn.

A Ffr 1.5bn contract to build an extension to Jakarta's international airport was announced after yesterday's talks. Mr Lathiere, the head of Paris airport, is one of the leading members of the President's delegation of 50 people. France won the original Jakarta airport contract.

France is showing particular interest in supplying a comprehensive telephone network to Indonesia, a country of 13,000 islands in an area as wide as the US. Alcatel, the French telecommunications group, is believed to be bidding for the \$1bn project with a mixed-credit package.

Also under consideration is the proposed Indonesian use of the European Ariane satellite launcher.

One notable setback for the French was Indonesia's recent agreement to buy 12 US-made F-16 fighter aircraft instead of France's Mirage 2000 built by Dassault-Breguet.

Qantas wins China deal

Qantas Airways of Australia has won a contract worth more than A\$30m from the Civil Aviation Administration of China (CAAC) to provide engineering and maintenance for CAAC's Boeing jets. Renter reports from Sydney.

Qantas will maintain engines and other aircraft components for China's national carrier at its base in Sydney.

BRUSSELS TAKES ACTION AGAINST SOUTH AFRICA

Coal decision blunts sanctions

By Maurice Samuelson

THE EEC Foreign Ministers yesterday decided against including coal in a list of prohibited imports from South Africa.

The Ministers, meeting in Brussels, had agreed in principle on Monday on four of the five measures set out last June by their heads of Government. These included a ban on imports of iron and steel, gold coins and a ban on new investment in South Africa.

However, West Germany and Portugal resisted a coal ban and yesterday the Ministers compromised by agreeing that such a ban would be considered at a later date.

The EEC's total original package would have hit the Community's South African trade by about \$1.5bn a year. Removal of coal purchases from the prohibited list slashes the value of the sanctions package by \$1.2bn a year.

South Africa's coal exports to the EEC have grown over recent years to 24m tonnes.

This accounts for nearly a third of Western Europe's coal imports and for two-thirds of South Africa's total coal exports.

In opposing an immediate ban, the West German and the Portuguese had argued that it would have caused more harm

The removal of coal purchases from the prohibited list slashes the value of the sanctions package by \$1.2bn a year. The ban on imports of gold coins will have little effect on South Africa's gold mining industry while the loss of the EEC steel market could cost Pretoria up to \$100m a year.



Helmut Kohl under pressure from coalition partners

to black miners than to the apartheid regime. South African colliery owners have claimed that 30,000 miners would lose their jobs if exports halted and that their 150,000 dependents would starve.

However, West German Chancellor Helmut Kohl was also under pressure to resist a coal import ban from his right-wing coalition partner, the Christian Social Union. The Lisbon Government was believed to be influenced by some of the

Portuguese who have settled in South Africa following the declassification of Mozambique and Angola.

The ban on imports of South African gold coins will, by comparison, have little or no effect on the country's gold mining industry. South Africa has in the past year stopped minting the Kruggerand, its best selling coin, following a slump in sales after the US, Japan and the UK banned imports.

The Canadian Maple Leaf

coin has replaced the Kruggerand as the market leader in the bullion coin market, which was worth more than \$1.1bn last year. US and Australian producers are also entering the field.

Loss of access to the EEC steel market could cost South Africa between \$90m and \$100m a year in earnings, according to industry estimates. In 1985 the EEC imported \$9.5m tonnes of steel but only 300,000 tonnes came from South Africa.

Britain took \$3,600 tonnes, worth \$12m and consisting mainly of non-specialist products such as heavy sections and hot-rolled coil.

South Africa also exports 12m tonnes of iron ore a year — about half its production — with a large proportion going to the EEC.

The EEC's postponement of a ban on coal imports lessens the possibility of such a ban by Japan, which bought about 20 per cent of South Africa's 45m tonnes of coal exports last year. It also takes the pressure off the Australian coal industry, which is the main supplier to Japan and other South-East Asian countries. South Africans might have attempted to capture these markets if its cargoes were locked out of Europe.

Brazilians stick to hard line on services

By Ivo Dawson in Punta del Este

BRAZIL'S stubborn opposition to the inclusion of any reference to trade in services in a revised General Agreement on Tariffs and Trade (GATT) stems from a heartfelt conviction that such a move would devastate its own "infant industries" in the sector.

As the trade talks began in Uruguay this week, the Brazilian mission made clear that its bottom line on the issue would be to approve a parallel set of negotiations on services, conducted at the same location and on the same timetable as the main round.

But officials remained adamant that Brazil saw no judicial competence for the Gatt services and would, in any case, only enter the two-track talks on the specific understanding that these were outside the auspices of the Gatt treaty.

The vehemence of Brazilian convictions on services is rooted in its own post-war development and commercial strategy.

In recent years this decidedly protectionist policy has been enhanced by a "law of national similitars," prohibiting imports of any products where equivalents are available at home, and the controversial Informatics Law, aimed at excluding competitors in the information technology field.

Critics of these policies must take on the Brazilian argument that without these measures it would not be achieving the trade surpluses — this year expected to be about \$12bn or the third largest in the West — that finance its foreign debt repayments.

Even within Brazil the Informatics law has undergone criticism both from politicians and businessmen who have claimed that excluding the latest in micro-electronic technology is damaging efforts to modernise industry. Supporters of the strategy argue, however, that the law has seen the country's computer sector grow from around \$20m sales about a decade ago to \$3m today.

Although some of its larger companies — such as Mendez Junior in construction — or Petrobras in oil technology — can and do compete internationally, it believes the impact of liberalisation in many sectors, such as banking and insurance could be devastating.

Oil embargo proves costly for Pretoria

Lucy Kellaway in London and Fay Gjester in Oslo report on the findings of a Dutch-based anti-apartheid group which claims that the oil embargo is costing South Africa \$2.3bn a year.

THE OIL embargo is costing South Africa \$2.3bn a year, says a report published today by the Shipping Research Bureau, a Dutch based anti-apartheid group.

More than half of this cost is the result of attempts by South Africa to reduce dependence on imported oil by converting coal into liquid products which involves an extra \$1.3bn being spent a year. In addition South Africa pays a premium to persuade companies to break the embargo, which is estimated by the Bureau to cost about \$300m a year. It notes that this premium is now about \$2 a barrel compared with about \$5 a barrel in 1980.

The report traces the movements of oil tankers sailing to South Africa in 1985 and 1984. It identifies about 85 tankers which actually delivered oil to South Africa during that period, supplying around 15.5m tonnes of oil, equal to more than half of South Africa's oil import needs during the

period.

The report also gives detailed information on the individual tankers who sold the oil, as well as the identity of the tankers.

It concludes that more than half of the tankers which delivered oil during the period were Norwegian owned. In volume terms, a third of the crude oil imports in the period came in Norwegian ships, some of which travelled "virtually in shuttle traffic between the Persian Gulf and Durban," the report says.

Most of the tankers' documents said that they were bound for Singapore or South America; the facts about their movements were passed to the Bureau by crew members and port workers — in particular by Norwegian

and Danish seamen.

In more than 80 of the 85 cases, the oil was loaded into the tankers in the Persian Gulf in particular from Saudi Arabia, Oman and the United Arab Emirates with most of the remaining cargoes originating from Brunei. The report notes that it is becoming increasingly difficult to get good information about which of the Gulf states the cargoes have come from, due to the increasing sophistication of the shipping companies in disguising their movements.

In nearly all of the cases identified, the Bureau has failed to identify the oil companies involved. However, of the 22 cargoes which it has traced, 11 were allegedly sold by Marimpex of Germany and 8 by Transworld Oil of Bermuda.

Recent research by the Bureau shows that South Africa continues to circumvent the oil embargo. In the first three months of this year, South African purchases of crude were particularly heavy and may have exceeded normal purchases by about 1.1m tonnes.

However, the report disputes the fact that South Africa has been building up its stockpile to historically high levels to prepare itself for possible sanctions. It argues that recent purchases have been to repair a large decline in stocks from about 17m to 18m tonnes at the end of 1985 to about 12m or 13m at the end of last year. It notes that South Africa is still well below its 1985 levels, which were equivalent to 15 months' supply — about five times higher than the stocks of other industrialised countries.

The Bureau was created in 1980.

South Africa's Lifetime — Violations of the Oil Embargo. Shipping Research Bureau, PO Box 12888 1001 Amsterdam.

Hexagon brings the financial market-place to your office.

Hexagon
MARKET INFORMATION

MARKET INFORMATION

- Spot Rates
- Forward Rates
- Currency Notes
- Demand Drafts
- Cheques
- Deposit Rates
- Interbank Lending Rates
- Floating Markets
- Money Market
- Market Conditions

To keep one step ahead in the money market, you need accurate information and you need it fast. Hexagon, HongkongBank's corporate electronic banking system, brings instantly to your screen the current state of both local and international markets.

Hexagon will keep you informed on Foreign Exchange rates (spot and forward), Gold Prices, Lending and Deposit rates, Stock Market indices and prices, Currency Notes and Demand Draft rates. Information from the world's major financial centres is constantly updated so that you can react quickly and appropriately as market conditions dictate.

Of course, Hexagon also allows you to control your domestic and global financial affairs, with complete security, right from your office.

Hexagon is state-of-the-art corporate electronic banking, from the HongkongBank group, one of the world's major financial institutions, with over 1,200 offices in 55 countries.

To find out more about Hexagon and how it can help your company, contact the Hexagon Centre at 99 Bishopsgate, London EC2P 2LA, United Kingdom. Tel: (01) 638-2366 or your nearest branch of the HongkongBank group.

Hexagon.
Puts the power of the bank in your hands.

HongkongBank
The Hongkong and Shanghai Banking Corporation

Member of the Group: Hongkong Bank of Canada • Hongkong Bank of Australia • The British Bank of the Middle East • Hong Sang Bank Limited • Wardsley Limited

CONSOLIDATED ASSETS AT 31 DECEMBER 1985 EXCEEDED US\$9 BILLION.

APPOINTMENTS

Clausen joins Wellcome

WELLCOME the UK pharmaceutical group has appointed Mr A. W. (Tom) Clausen as a non-executive director. Aged 63, he has just retired from the chairmanship of the World Bank. Mr Clausen, an American, will bring the number of non-executive directors on the Wellcome board to five, the others being British. North America accounted for 68 per cent of Wellcome's profit last year. *Men and Matters*, Page 24

MONO CONTAINERS, Durham, manufacturer of plastic containers for food and drink, has appointed Mr Ian Caterer as finance director. Mr Caterer joined the company in 1982. He was previously a member of the Autobor Group.

From October 1 Mr Donald A. Langford and Mr S. James Throomb become directors of ENGLISH CHINA CRYSTALS. Mr Langford has been company secretary since 1977. Mr Throomb recently retired as senior partner of de Zeeuw & Bevan.

Mr Arthur C. Little is retiring as managing director of HAMMOND & CHAMPNESS and will become deputy chairman. Mr Nigel P. Davis, who joined the company three years ago, will become managing director.

Mr Frank Taylor has been appointed company secretary of PHILIP HARRIS (HOLDINGS) and all its subsidiary companies. He joins from his post as group secretary at Foster Brothers Clothing where he was also a director of a number of subsidiaries.

Dr J. L. Hill has been appointed company secretary of THE RUGBY PORTLAND CEMENT. He was legal director and company secretary of Diamond Shamrock Europe.

MOTHERWELL BRIDGE HOLDINGS has appointed to the group management board Mr J. A. Murphy, who takes charge of the construction group. Mr W. E. A. Tanner, who heads the engineering group, and Mr M. Phillips, who continues to control the service group.

Mr M. L. C. Boughton has joined the board of EIS GROUP. He was a director of EIS during

1979-84 and, having recently retired from the post of deputy chairman and managing director of the TI Group, is now able to re-join the EIS board.

THE BURTON GROUP has appointed Mr David Legg as chief executive for the financial services sector of the group. It is intended that he will also join the main board of group. Mr Legg joins from County Bank with whom he has been since its formation in 1983. He was executive director for financial control.



Mr David Legg, chief executive of the Burton Group's financial services

Mr Bill Taylor, shortly to take early retirement as Kent county treasurer, is to join ARTHUR YOUNG as a public sector specialist adviser. He has also been retained by MIM in the same capacity.

Mr David Ingham has been appointed an assistant general manager with NATIONAL WESTMINSTER BANK's international banking division based in London. This is a new post. Mr Ingham was previously regional general manager (Europe) with the division. He has been succeeded by Mr Robert Currie who was deputy regional general manager (Europe).

ARBUTHNOT LATHAM BANK has appointed Mr Tom Worledge as assistant director of corporate finance. He was with Ennet & Whinney.

Mr J. Michael Hoare has been appointed a non-executive director of AGRO-ECONOMIC SERVICES. Mr Hoare—principal of Member Services business consultancy—was formerly a director of Grand Metropolitan and managing director of the Coral Leisure Group.

Mr Robert Simpson has joined UNIVERSAL NEWS SERVICES as managing director. Previously with the Press Association as commercial manager, he succeeds Mr Alfred Gebeliger. UNS was acquired by PA in July. Mr Gebeliger remains on the UNS board as a non-executive director, concentrating on the development of international business.

Mr Timothy Kitson has been appointed a non-executive direc-

CONTRACTS

Continuous granular coal injection into blast furnaces

A major contract for continuous granular coal injection into the blast furnaces at Ravenscraig has been awarded by British Steel Corporation to SIMON-MACAWEER, Doncaster-based pneumatic conveying specialist. The total installed cost to BSC is £1.6m. The technology is stated to represent an important step forward in coal injection and is the result of joint development work by BSG and Simon-Macaweer at the Corporation's plant at Southcote. Similar equipment has been in successful operation on three blast furnaces at Southcote for some time. The Ravenscraig installation is due to be commissioned at the beginning of 1988 and the supply of the coal preparation equipment will be carried out by Simon-Carves, a sister company of Simon-Macaweer. Both companies are members of Simon Engineering.

CONSTRUCTION COMPANIES IN LONDON AND NORTHERN GROUP have been awarded contracts worth £8.5m in Scotland and the North of England. In Aberdeen, A. Fargnham (Builders) has been awarded a £1.2m contract for high technology units at Altava Industrial Estate. Aberdeen for Buckingham Properties and a £267,000 contract for 35 flats in Albert Place, Aberdeen for Beaver Houses (City Centre). For Grampian Regional Council, two contracts worth just under £1m for reinstatement work at Eilon Primary School and 30,000 sq ft of industrial units at Dyce, Aberdeen. Twenty houses will be constructed at Mounthooly, Aberdeen, for £762,880 for Aberdeen District Council and an industrial workshop, warehouse and reception unit will be built for Tyre Services (GB) for £264,224. Two further contracts are for a store at Dyce for £420,000 and a swimming pool complex at Waterside Hotel, Peterhead, for Waterside Hotel for £275,000. In County Durham,

Wilsons (North East) will refurbish 25 homes at Trillick Village for Sedgfield District Council for £267,000. G. W. Lennaby and Co will extend Swallowwell Infants' School for £225,000 for Gateshead Metropolitan Borough. Construct a community centre at Tow Law for £172,000 for Tow Law Community Association and construct a six-room education centre at Gilesgate for Durham County Council for £120,000. In north west England and southern Scotland, Border Engineering Contractors has a contract for £221,019 to replace six houses at West Linton for Tweeddale District Council and in two contracts worth £186,142 will work on the access road at West Horriestone for Easingh Morrison and extend the indoor bowling green at Castles for Northwest Indoor Bowling Greens.

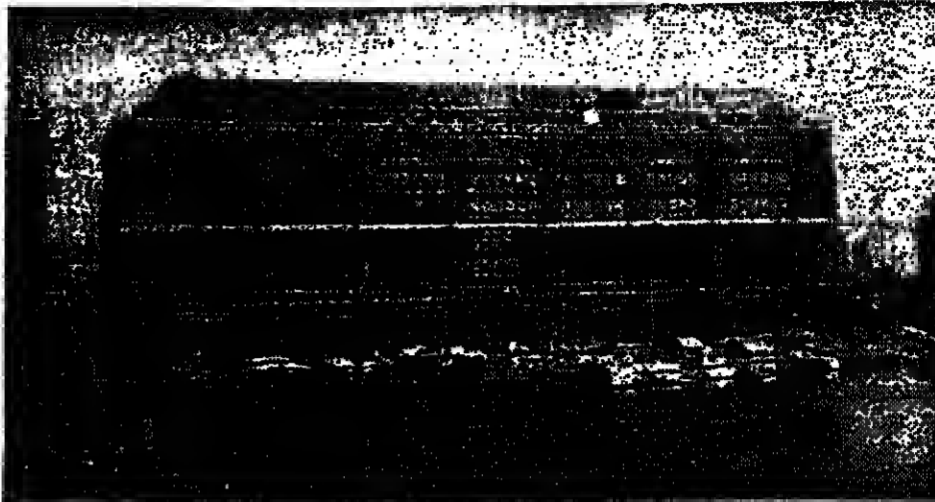
F. N. STRUCTURES has been awarded a contract from Dong-AH Consortium, Korea, for three Airframes values at around £305,000. The Airframes, each with special entries for heavy traffic, provides 114,250 sq ft of environmentally controlled warehouse space for high cost pre-stressed wire.

LINEWANN WALFLO, Studley, is installing over 80 air blasters in the hoppers and boppers at Ironbridge power station. The flow aid systems are worth £400,000. The company says savings on costs at Ironbridge power station should be about £750,000 each year.

AJAX MACHINE TOOL CO., a member of the CMI Group, has won a £350,000 contract from the Egyptian Government for the supply of a range of machine tools. These are to be installed in the National Authority for Military Production's factory in Cairo, which has Egypt's main production line for the manufacture of military tanks.

FINLAY, IRVINE has won contracts worth nearly £400,000 from two Scottish Regional authorities for bad weather

Fitting-out the Commodity Exchange



TAYLOR WOODROW CONSTRUCTION and **TAYMELCH** (the group's building services contractor) have been awarded separate contracts worth £1.9m and £1m by the London Commodity Exchange, for fitting-out 5,000 sq metres used as two trading halls and supporting services at the new Commodity Exchange building, St Katharine Docks, E1. The 15,500 sq metre buildings is predominantly L-shaped, with an eight-storey block of 7,500 sq metres of office space plus a four-storey "exten-

sion" with two trading halls, each with viewing galleries. The fitting-out contracts are concentrated on the trading halls and will be completed by next spring when trading will commence. The London Commodity Exchange futures and options contracts and International Petroleum Exchange futures contracts will be traded by "open outcry." The London Commodity Exchange subsidiary company, Commodity Market Services, will install the latest in telecommunications technology from the

Manifest system plus new vendor data terminals, all of which will be co-ordinated by Taylor Woodrow. The equipment which is being installed by suppliers contracted directly to the LCE, includes a Philips PAREX telephone exchange and the Manifest real-time price information system which already disseminates information around the City of London and throughout the world. In the trading hall price information will be displayed on TV monitors and on liquid crystal display screens.

detection equipment. The largest is for the company's Teletest equipment from Highland region and is worth £300,000. The second contract, valued at more than £70,000, is for the central region.

BOVIS CONSTRUCTION has been awarded a £770,000 contract to fit out four floors at Castlewood House, New Oxford Street, London office of P & O Cruises. The company is also carrying out refurbishment under a £800,000 management contract on two floors of Reading Bridge House in Reading, for Imperial Group Pension Trust. A £135,000 contract has been awarded to refurbish boys' dormitories at Bedales School in Hampshire.

LAMINATED PROFILES DEVELOPMENTS, Alton, has

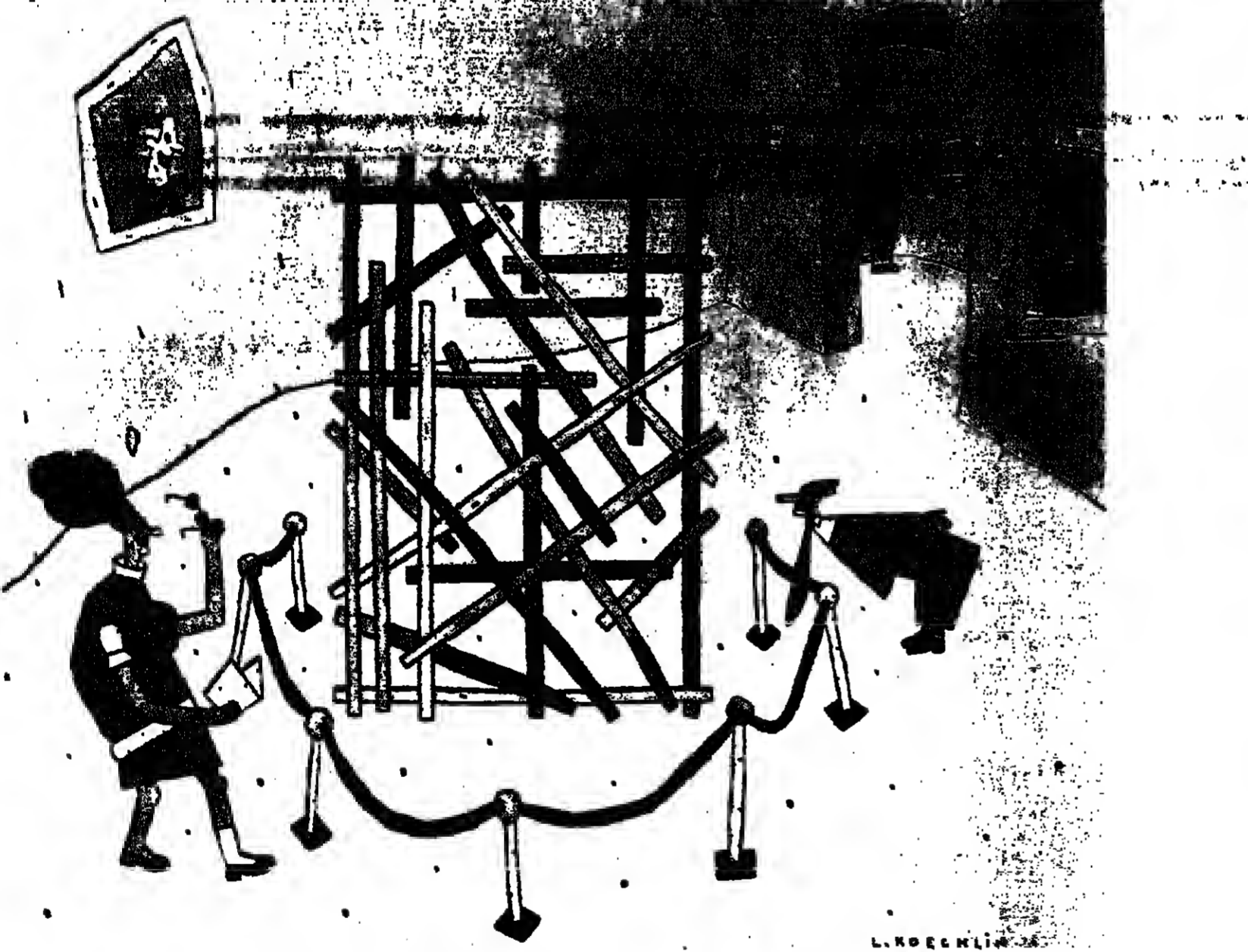
an order from China worth over £300,000, for a complete corrugated glass-reinforced plastic sheet production plant for the Wm Resin factory in Jiangsu province. The deal, negotiated with CETIC, the China International Trust and Investment Corporation, follows a recent visit to the country by Lampro's managing director, Brian Pickett. In March this year, the company commissioned a similar glass sheet production plant for the Yao Hua Glass Company, at Qin Huang Dao in Habel province.

HENRY BOOT NORTHERN is to construct a £1m leisure pool in Goolse, in the Rushmore Borough Council. Within a steel-framed brick-clad building will be the specially designed leisure pool together with a learning

pool, social suite, bar, kitchen, administration quarters and changing facilities. Work has started on construction of the substructure and reinforced concrete frame superstructure of a bagging building for Norsk Hydro Fertilisers. This is part of a redevelopment scheme at Inmingham to improve the company's works. The contract, worth £730,000, is to be completed by mid-December. A 4,000 cu metre capacity service reservoir is to be constructed for the Yorkshire Water Authority near Catterick.

INITIAL SERVICE CLEANERS has won a contract worth over £300,000 for cleaning of British Rail technical centre in Derby. The three-year contract includes four buildings that cover over 500,000 sq ft of floor space.

You are standing facing the much-praised work of art on display which is made up of 3cm diameter rods welded one on top of another. What point of the structure is nearest you in the vertical plane?



Look no further for creative export finance

Creditanstalt is well-known for providing flexible and innovative export finance packages and specialist trade finance services:

- wide international experience as the bank handling about 40% of Austria's export finance
- access to government-backed credit schemes
- specialist expertise in a forfait finance
- full range of countertrade services available through our subsidiary AVT International Trade and Finance Corporation
- active in providing front-end finance through Euromarkets
- complete project finance facilities.

Call Creditanstalt, London (01) 822 2600 or Vienna (0222) 6622-2593.



CREDITANSTALT

Austria's leading international bank

Creditanstalt-Bankverein
 London Branch: 29 Gresham Street, London EC2V 7AH Telephone: (01) 822 2600 Telex: 894612.
 Head Office: Schottenbasse 6, A-1010 Vienna Telephone: (0222) 6622-2593, Telex: 133030
 New York Branch: 717 5th Avenue, New York, NY 10022 Telephone: (212) 338 6400 Telex: (RCA) 239895/ITT 424700

New Issue • This announcement appears as a matter of record only. September, 1986

Christiania Bank og Kreditkasse
 (Incorporated in the Kingdom of Norway with limited liability)

U.S. \$100,000,000

Floating Rate Notes Due 1989

Issue Price 100¼ per cent.

Mitsubishi Trust International Limited Daiwa Europe Limited
 Prudential-Bache Securities International
 Dai-ichi Europe Limited New Japan Securities Europe Limited
 Sumitomo Trust International Limited

GZB-VIENNA

WE ARE PLEASED TO ANNOUNCE
 THE OPENING OF OUR
**Representative
 Office in London**

Our address in London:
 GZB-VIENNA
 London Representative Office
 2 Throgmorton Avenue
 London EC2N 2AP
 Tel: 01-638 6111 Telex: 885826/7
 Representative: JOACHIM R. ZYLA

State rises in on
 Talbot los
 spite laun
 rises 6.
 PLEASE THE
 INTELLIGENCE
 OF YOUR
 SALESMEN
 WITH A SMALL
 PAINLESS
 IMPLANT.

UK NEWS

Tax relief for profit sharing put in doubt

By George Graham

THE GOVERNMENT yesterday dampened expectations that it would automatically give tax relief to employees who agree to link part of their pay directly to their companies' profits.

Mr Nigel Lawson, Chancellor of the Exchequer, said yesterday that the Government was in no doubt as to the merits of profit-related pay and encouraged businessmen at a conference organised by the Confederation of British Industry to introduce schemes in their own companies.

But Mr Lawson said that the decision on whether or not to grant tax relief on profit-related pay schemes was in the balance and in any case could not be decided until nearer the budget next spring.

The Green Paper published in July - which suggested tax measures that could be worth up to £12 a month to someone earning £10,000 a year - made it clear that the Government had not yet decided on whether relief should be given.

Some officials have been concerned, however, that tax relief has come to be seen as a foregone conclusion.

State borrowing rises £1.8bn in one month

By George Graham

THE UK Government's deficit climbed in August, and a further sharp rise is expected this month as the effects of lower oil prices begin to be felt on state revenues.

The public sector borrowing requirement (PSBR) in August reached £1.8bn, bringing total government borrowing in the first five months of the fiscal year to £1.8bn - still below the £4.5bn PSBR in April to August last year, the Treasury said yesterday.

This month, however, the Government is expected to have to pay back about £1bn to oil companies in rebates on petroleum revenue tax (PRT) paid earlier in the year, in place of the £1.5bn it received in PRT payments in September 1985.

Oil revenues received up to August were still not affected by the fall in oil prices. Tax revenues outside the oil sector have been buoyant. Excluding PRT, inland revenue receipts in the first five months of the financial year have grown by 15% per cent from the same period a year earlier, compared with growth of 9% per cent forecast for the year as a whole last month.

Customs and Excise receipts in the first five months were 5% per cent higher than a year earlier, the Treasury said, while government spending was only 3 per cent higher.

The pattern of the PSBR can fluctuate wildly throughout the year. Even in March this year, the Treasury's forecast for the financial year that was to end in two weeks' time was £1bn off-target.

Treasury officials point out that the bulk of inland revenue receipts are paid in the second half of the financial year and that only £1.1bn - the final payment on British Telecom shares - has been received so far this year from the sale of state-owned companies.

A further £2.6bn of privatisation receipts is expected in the remainder of the 1986-87 financial year, including the first payment from the flotation of British Gas, due in November, and the proceeds from the sale of British Airways, planned for January.

A future Labour government would set up a cash planning system for public spending to ensure that its policy priorities were met within a firm framework, allowing only modest increases in government borrowing, Mr Roy Hattersley, the Labour Party deputy leader, said yesterday.

Price of electricity to fall by up to 7%

By Maurice Samuelson

ELECTRICITY authorities in most parts of England and Wales are poised to cut their tariffs from October 1, in some cases by as much as 7 per cent, as a result of the drop in coal and oil prices and improvements in their own efficiency.

The cuts are expected to be announced following tomorrow's monthly meeting of the Electricity Council, umbrella body of the 12 area electricity boards and the Central Electricity Generating Board.

They will underline the electricity industry's wish to appear as competitive as possible in anticipation of the more commercial approach expected from the gas industry as it passes into the private sector.

The Electricity Council may also reach a long-awaited decision on a special tariff for a group of intensive industrial consumers. On the domestic and commercial front the London Electricity Consumers' Council, statutory watchdog body for the city's 2m customers, last night jumped the gun by announcing "the splendid news" that Londoners would enjoy the largest price cuts in the country, with tariffs falling by 7 per cent.

Wealthy backers finance fund to campaign in target seats

By Peter Riddell, Political Editor

A GROUP of wealthy individuals, including Mr David Puttnam, the film producer, and Mr Eric Wolfson, the popular music composer, are among the backers of a special Social Democratic Party fund used solely to finance campaigning in key target marginal constituencies ahead of the next general election.

A total of £150,000 was spent by this fund in the year to last March, but up to double that amount is expected to be allocated in the current financial year. This would be equivalent to a third of its main budget.

The fund is entirely supported by 30 or 40 wealthy individuals, partly because of the SDP's failure to raise much money directly from company boards. The limited corporate effort is now made mainly on a joint SDP/Liberal Alliance basis.

The number of donors has been built up partly through personal contacts but also at meetings in the City of London attended by Dr David Owen, the SDP leader.

The largest donor remains Mr David Sainsbury, finance director of Sainsbury, the supermarket group. Through his family trusts, he is one of Britain's wealthiest individuals. His support for this fund is said to have totalled well over £100,000.

The second-largest donor, with support of over £50,000, is apparently Mr Wolfson. The list also includes Mr Puttnam, who is now working in Hollywood, and a number of successful entrepreneurs.

The money is used to finance paid agents, of which the SDP already has 34, and to support the introduction of microcomputers for campaign techniques including direct mail shots of target groups among the electorate.

The number and identity of target seats is kept secret, and the allocation is decided by a small group of SDP leaders whose records are not seen by the party's ruling national committee.

The main attempt to raise corporate money has been made jointly with the Liberals through an Alliance fund.

Mr Wigglesworth claimed that Mr Nigel Lawson, the Chancellor of the Exchequer, was "ramming scared" about pay and maintained that the present level of settlements needed to be cut in half if the competitiveness of British industry was not to deteriorate even further.

He said: "It is a great pity the management of British industry do not heed the advice of the CBI (Confederation of British Industry), particularly on their own pay packets."

Mr Wigglesworth admitted that a pay freeze might become necessary at some stage but argued that the policy of applying an earnings limit based on average productivity growth should be tried first.

Such a limit, he explained, would be backed by a payroll incentive of up to a quarter of employers' national insurance contributions.

Alert given to prepare for election

By Michael Cassell

MRS SHIRLEY WILLIAMS, the SDP president, yesterday warned her party's annual conference in Harrogate, Yorkshire, that the Government was likely to go for an early election before the truth of Britain's increasingly serious economic situation became clear.

Mrs Williams repeated an earlier claim by Dr David Owen, the party leader, that Mrs Margaret Thatcher, the Prime Minister, was likely to go to the country before it became impossible to conceal that Britain was entering a new recession.

The message from the SDP leadership, certain to be repeated at next week's Liberal Party conference, underlines the SDP/Liberal Alliance's determination to be ready - unlike the situation at the 1985 election - for a fight at the polls.

The intention is to ensure that the two parties put the recent period of joint policy formulation behind them and gear up for the election campaign.

Mrs Williams said she believed that the conference would represent the last major opportunity for a detailed consideration of policies before the country went to the polls. From now on, she said, every effort had to be made to put across those policies.

The Government, she said, had done nothing to reverse the tide of unemployment which really stood at about 4m. Gross domestic product was barely rising.

Social Democratic Party conference

Inflation tax on earnings promised

A WARNING that an SDP/Liberal Alliance government would "tax away" any increases in earnings arising from pay settlements not justified by productivity was given by Mr Ian Wigglesworth, MP, the SDP spokesman on economic and industrial affairs, Iver Owen writes.

He reaffirmed the party's commitment to an inflation tax and promised that there would be no "going back" on it.

Peugeot Talbot loses £8.3m despite launch

By Arthur Smith, Midlands Correspondent

PEUGEOT Talbot, the UK car subsidiary of Peugeot of France, suffered an £8.3m pre-tax loss in the first half this year in spite of the successful launch of its new 309 model.

The failure of the company to achieve the forecast return to "modest profit" this year is attributed in the main to problems in supplying car kits to Iran - once the UK motor industry's biggest single export contract, worth £120m a year.

Iran's foreign-exchange difficulties, caused by the war with Iraq and fluctuations in the price of oil, mean that no kits have been shipped since the sending of 7,000 in January.

Peugeot Talbot hopes Iran will take further kits this year but has reduced the number of production workers on the contract from 800 to 100. Revenue from the contract could be down to only £20m this year, against the £87m of 1985.

Any further shipment to Iran would clearly have a key influence on the full-year figures. But second-half losses are likely to be cut significantly as the company gains the benefit from sales of the 309.

Launch costs of the new car were carried in the first half, and output was increased recently to the maximum single shift capacity of 1,250 cars a week at the Ryton assembly plant, Coventry.

Ryton is now exporting left-hand drive models to Europe, and the introduction of new cars to the range in the coming months is expected to increase UK sales.

Mr Geoffrey Whalley, managing director, said Peugeot Talbot's sales in August exceeded last year's by a 30 per cent increase on the equivalent month last year, the highest level achieved since 1976.

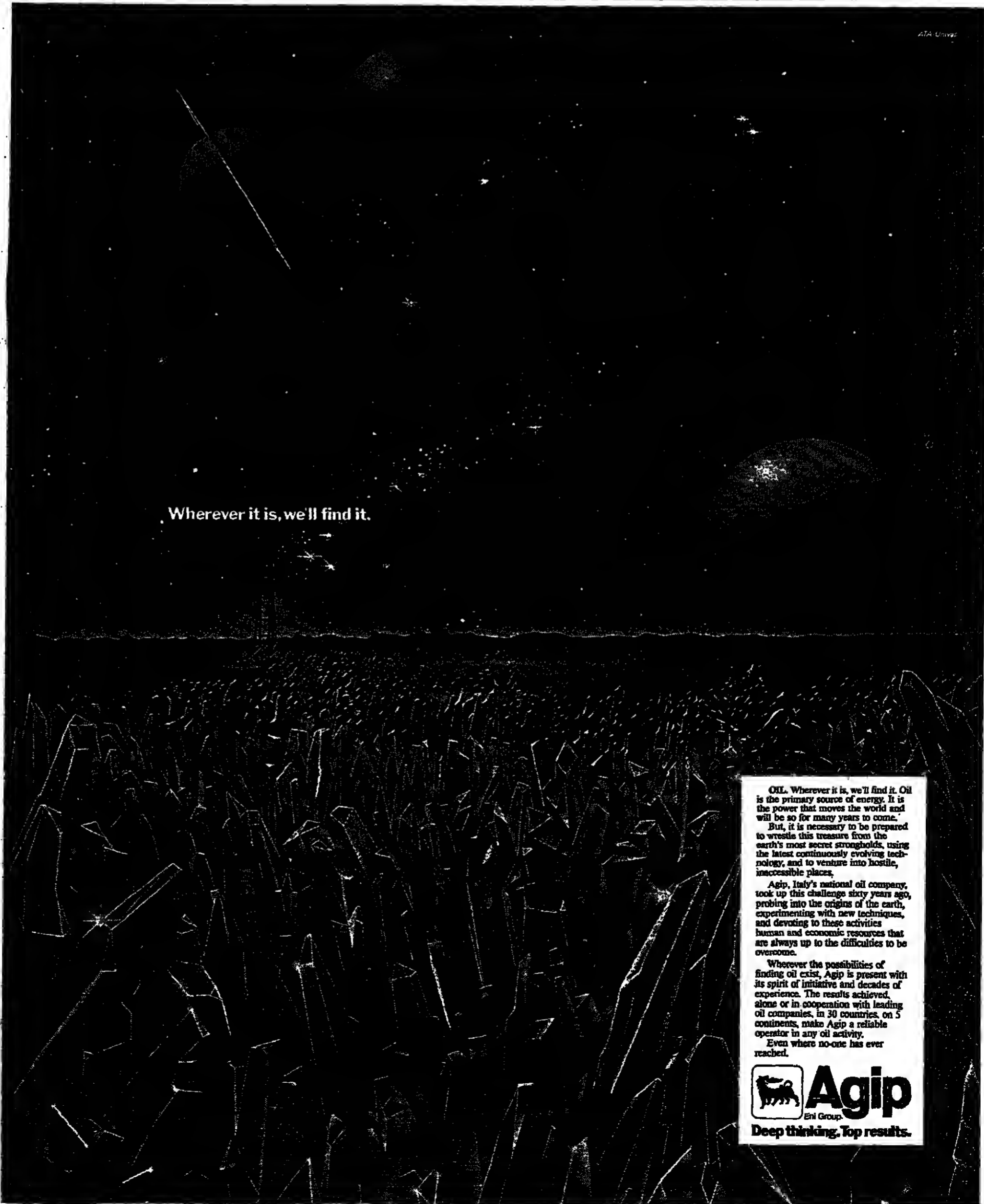
The productivity and quality levels achieved by the Ryton work force in assembling the 309 seem certain to win new investment backing from the French parent.

Council pay rises 6.7%

By David Brindle, Labour Correspondent

MORE THAN 1m local government manual workers were last night awarded a pay rise of £3 a week, adding 6.7 per cent to the wage bill, in a deal certain to be cited by other bargaining groups in the winter pay round.

The deal, which includes a commitment by the employers to achieving harmonisation of the manual workers' conditions of service with those of council white-collar staff, represents a blow to the Government's efforts to reduce the level of pay settlements in the economy.



Wherever it is, we'll find it.

OIL. Wherever it is, we'll find it. Oil is the primary source of energy. It is the power that moves the world and will be so for many years to come. But, it is necessary to be prepared to wrestle this treasure from the earth's most secret strongholds, using the latest continuously evolving technology, and to venture into hostile, inaccessible places.

Agip, Italy's national oil company, took up this challenge sixty years ago, probing into the origins of the earth, experimenting with new techniques, and devoting to these activities human and economic resources that are always up to the difficulties to be overcome.

Wherever the possibilities of finding oil exist, Agip is present with its spirit of initiative and decades of experience. The results achieved alone or in cooperation with leading oil companies, in 30 countries, on 5 continents, make Agip a reliable operator in any oil activity. Even where no-one has ever reached.



Deep thinking. Top results.

INCREASE THE INTELLIGENCE OF YOUR SALESMEN WITH A SMALL, PAINLESS IMPLANT.

Punch a few keys on your desktop computer terminal and you're in touch with the most efficient source of business information there is, Hotline.

This simple operation means that you can brief your sales team with the crucial facts on any potential client company: its financial standing, credit rating and market prospects.

Your company ought to know about Hotline. It already knows about you. For details of this new service, backed by British Telecom, contact us on 01-836 9625.

hotline

PLUG INTO THE INFORMATION REVOLUTION

UK NEWS

Barry Riley analyses the Isro-Stock Exchange merger

Goodison stresses need for unified market in equities

Hatchet buried to protect London trading

IT IS LESS than a year since the stock exchange realised that it might have to take drastic steps to preserve its domination of the trading of equities in London.

In October 1985 the exchange's leadership realised, to its alarm, that the new self-regulatory organisation set up by the Eurobond houses, Isro, the International Securities Regulatory Organisation, planned not only to regulate bond trading but also envisaged setting up its own market in international grade equities.

Relations between the stock exchange and the international securities houses had never been good. Over 20 years from the mid-1960s the Eurobond market had grown, in an unregulated way, to become London's biggest securities market. Today Eurobond capitalisation is some \$50bn, and turnover is vast.

But London stock exchange firms hardly participated, largely because of restrictive rules which prevented them from accumulating sufficient capital. Relations between the two markets reached rock bottom in 1984, when the exchange effectively shut down Kemp Mitchell, one of the very few member firms which had been active in Eurobonds.

Shortly afterwards, in September 1984, Sir Nicholas Goodison, chairman of the stock exchange, publicly attacked the Eurobond market for not having "the reputation for honesty that it should have." He added:

A new self-regulatory organisation, to be called the Securities Association, will result from yesterday's merger agreement between the London Stock Exchange and the International Securities Regulatory Organisation (Isro). Alexander Nicoll writes. Under the structure for UK investment markets to be set up under the Financial Services Bill, self-regulatory organisations (SROs) will be responsible for authorising firms to do investment business. The Securities Association, combining the functions which had been foreseen for the stock exchange and Isro respectively, will be responsible for authorising any firm - and subsequently monitoring its capital adequacy - wishing to act in the UK in securities markets, whether domestic or international. The SRO will have a separate governing body from that of a new Recognised Investment Exchange (RIE) which is also to be set up under yesterday's agreement. This will formally separate the functions of authorisation and market operation

"I have looked at Eurobond secondary market dealings, and I do not like what I see."

Sir Nicholas subsequently made it clear that he was not referring to the activities of the leading issuing houses who make up the Eurobond primary market, but the damage was done.

The Eurobond houses also felt insulted when the Government issued its White Paper (policy document) on a new framework for regulation of the investment markets early in 1985. The Eurobond market, which was becoming the biggest single investment market based in Britain, was scarcely mentioned.

Accordingly, when the international dealers came to set up Isro in the summer of 1985, they were in a prickly mood. It appeared clear that under the forthcoming financial services legislation they would need to set up a regulatory body to cover Eurobonds. But what about the off-exchange business in international grade equities which was becoming significant for some of the Eurobond houses?

They talked to the London Stock Exchange, but the negotiations did not go well. Members of the Association of International Bond Dealers, the main Eurobond trade association, were told that they had only

been offered a special category membership of the stock exchange which was "tricking with difficulties."

Raising the stakes, the Isro negotiators then proposed to set up a separate exchange covering different kinds of securities, including international grade equities as well as Eurobonds.

The stock exchange was already concerned at the growth in trading of leading British equities in New York in the form of American Depository Receipts. Now there was the prospect of a rival exchange in London trading the leading British equities. The London exchange

might be left with only the second and third-line domestic stocks. The exchange's leaders were appalled at the prospect of such competition, or "fragmentation" as they preferred to call it.

From October 1985, things moved fast. One important strand of development was that most of the leading Eurobond houses were taking steps, one way or another, to take part in the newly opened up London stock exchange. So although the organisations remained separate, their memberships were fusing.

Feelers were put out, and the stock exchange and Isro set up a joint working party on the feasibility of establishing a separate international equities exchange, with participation by both bodies. But by last spring it was becoming clear that it would make more sense to bury the hatchet and opt for a more comprehensive solution, in the shape of a merger of the two bodies.

It has taken four months of intensive negotiations to get from the initial proposals considered by the stock exchange council in May to the formal plans announced yesterday.

The historical divisions continue to be reflected in the plan to separate off the Eurobond market into a new Recognised Investment Exchange which will be quite distinct from the RIE which will control trading in domestic and international equities.

THEY NEED to provide a unified market for internationally traded equities was the driving force behind yesterday's agreement between the stock exchange and international securities firms, Sir Nicholas Goodison, the exchange's chairman, said yesterday.

In a letter to members explaining the rationale for the second, he wrote: "Both parties came to the inescapable conclusion that only together could we make the UK into a major world force in equity trading."

Failure to merge would have meant not only that the international equity market in London would fragment, with the establishment of separate investment exchanges for internationally traded shares. It would also fragment the domestic equity market, he said.

"The danger to the stock exchange of a separately organised RIE [Recognised Investment Exchange] for international equities being set up was that it could have created off a considerable proportion of the top end of our domestic equity market."

"The marketability of securities in the stock exchange," Sir Nicholas said, "would be bound to suffer if market-making firms switched part of their risk capital to another exchange. Moreover firms of all sizes would need to incur the expense

BY ALEXANDER NICOLL

and trouble of belonging to two exchanges to be sure of the most advantageous execution of their business."

Last year's formation of Isro as a separate regulatory body to handle international markets had threatened to create two separate exchanges for equities, Sir Nicholas said.

On the one hand was the stock exchange, which had traditionally dealt in both domestic and foreign equities but had been hampered for years in its efforts to provide a competitive market by fixed commissions and the "single capacity" system separating the jobs of function as principal from the brokers as agent.

Although most of these handicaps have been removed, Sir Nicholas said: "To serve their clients adequately our member firms need to be able to deal on the finest terms in international securities, and they cannot confine their dealings to the stock exchange if the better market is outside the exchange."

Just such an off-floor market in the world's most important equities - including some British company shares - has been developed by the international firms who are members of Isro, even although their major business is in Eurobonds.

Sir Nicholas said that the Government's proposal for a new regu-

latory structure immediately raised the question of which Recognised Investment Exchange would be responsible for international equity trading. "Naturally, the stock exchange believed it should become the home for such trade."

"Some of the members of Isro," Sir Nicholas continued, "with backgrounds and traditions which were different from those of our member firms, queried the ability of the stock exchange to regulate in a sufficiently flexible manner the very considerable trade in international equities which they were conducting."

From Isro's point of view, the stock exchange's existing regulatory apparatus could be useful, and the cost of establishing both a Self Regulatory Organisation and an RIE could have been considerable.

In a reference to the fact that many stock exchange member firms have been absorbed by international parents, Sir Nicholas also noted that the agreement "makes considerable sense when you take into account the many links that already exist between stock exchange firms and Isro members."

The merger, Sir Nicholas said, would "guarantee that the new unified stock exchange would become not only a very significant force in the trade in international equities, but also the most important such market in the world."

Tighter fair employment law planned for Ulster

BY OUR BELFAST CORRESPONDENT

THE GOVERNMENT yesterday published proposals to strengthen the law against religious and political discrimination in employment in Northern Ireland.

Among the proposals is one which would allow the Government to withhold grants to companies which failed to observe the new rules.

These would require employers to sign a declaration that they practised fair employment, rather than the present system under which they simply declare that this is their intention.

Companies which signed the declaration would be granted a certificate without which they could not tender for government contracts.

The Government is concerned by attempts by Irish republican support groups in the US to deter investment in companies with subsidiaries in Northern Ireland on the grounds that they are part of a system which discriminates against Roman Catholics.

Mr Tom King, the Northern Ireland Secretary, said: "Equality in employment is at the heart of a fair society. It is absolutely vital to the successful future of Northern Ireland and a place where there is equality of opportunity and where prejudice is not practised. If we do not achieve that, it will be very damaging indeed in attracting new investment."

He admitted that the lack of new jobs posed difficulties.

The Government had rejected quotas in relation to religion or sex because there was firm opposition to "reverse discrimination". He said the Government believed that the current policy and its implementation could be more effective.

The consultative document suggests a new body to amalgamate the functions of the Fair Employment Agency, which deals with religious discrimination, and the Equal Opportunities Commission, which handles sex discrimination.

Stolport bids hearing

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

BIDS by airlines interested in using the short take-off and landing airport (Stolport), now under construction in London's Docklands, will be considered by the Civil Aviation Authority at a public hearing next March.

The authority had hoped that applications would be heard next month, but it says that the airlines

did not provide the necessary information about their financial situations, forcing a postponement. The airlines interested in using the Stolport include British Air Ferries, Brymon Aviation, Cityair, City Airlink, and Endrange for services to UK destinations and many European continental cities and the Channel Islands.

When Bischof and Klein, the West German plastic materials manufacturers, opened up in Telford they were over 380 miles from home.

Unimation, a robotics firm from Connecticut and part of the mighty Westinghouse Group, have ventured even further afield. They're now over 3,400 miles from their base.

And should anyone from Maxell want to pop back into head office, then the company car would have to clock up a staggering 6,200 miles.

But no matter how far they've come, all these companies have found that there's something in Telford to remind them of home.

For the Germans, inventors of the autobahn, there's Telford's own motorway, the M54. It links up with the M6 giving easy access to all Britain's major ports and bringing two thirds her population within four hours' drive by heavy goods vehicle.



IF YOU'RE WORRIED ABOUT MOVING YOUR COMPANY A FEW MILES THINK HOW THE GERMANS, AMERICANS AND JAPANESE FELT



For the Japanese, who value the virtues of hard work so highly, there are the hard working local people of Telford.

And for the Americans, for whom the maxim "time is money" is almost gospel, there's an attitude of mind that proves that Britain's get up and go, hasn't got up and gone. As they've discovered, in Telford things get done with the minimum of fuss and the maximum of efficiency.

As for something to make the British businessman feel at home, there's the area itself.

Telford lies among some of Britain's finest countryside and includes within its boundaries the historic town of Ironbridge - the Birthplace of the Industrial Revolution.

But perhaps what's more important is how welcome the people of Telford will make you, and your business, feel.

Should you decide to come, Telford Development Corporation will do everything they can to make your move as smooth as possible.

They'll find you the site that best suits your needs. They'll make sure you get the most out of all the grants and loans that are on offer. They'll even help you and your staff find somewhere to live. And they'll do much more besides.

If all this has made you want to find out more, then ring Chris Mackrell on 0952 61331. Or better still just drive up the M6 and turn left at the M54.

But if you do end up having to ask for directions don't be surprised if the reply you get comes back in Japanese.

Telford Development Corporation, Priorslee Hall, Telford, Shropshire TF1 1NT.



The success story continues.



IN FRANCE, WOULD THIS NEW PRODUCT IDEA HAVE LEGS?

Find out from Hotline, the most efficient source of business information there is. Just by tapping a few keys on your desktop computer terminal.

So if you want to sell frankfurters to Hamburgers or Malvern water to Vichy, the new service from British Telecom will put you in the picture. It's called Hotline.

To make your great leap forward, contact us on 01-836 9625 today.

hotline

PLUG INTO THE INFORMATION REVOLUTION

To a beautiful print

INTERIM RESULTS PROFITS UP 24%

BIOLOGICALS

To a Fisons shareholder this daunting page of figures and fine print makes riveting reading. Here's why.

RECORD INTERIM RESULTS - PROFITS UP 24%

Fisons results for the first six months of 1986 were at yet another record level. Pre-tax profits of £37.2 million were 24% up on last year. This represents further dramatic growth in five years of major achievement.

Performance in profit terms was accompanied by continued improvement in quality of earnings, with earnings per share up 18% to 12.0p.

Total sales showed a small increase of 2% above last year. However, these were adversely affected by foreign currency fluctuation and at constant exchange rates total sales growth was 15% year on year.

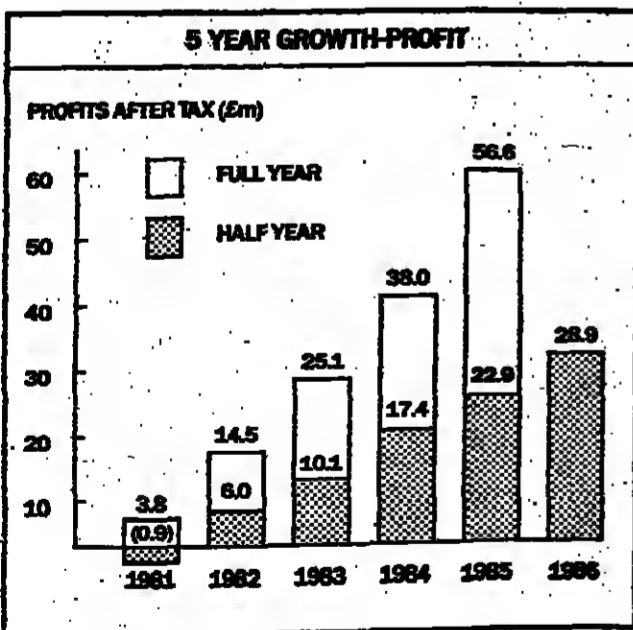
In the light of the Group's progress, the Board has decided to pay an interim dividend of 2.55p per ordinary share, an 18% increase on 1985.

PHARMACEUTICALS

The Pharmaceutical Division continued to return record results with profits of £22.5m, representing a 20% increase.

Of note is the continuing growth of Intal in the world's major markets. An outstanding performance in the USA was enhanced by the introduction of the Intal Inhaler which proved highly successful. Total sales of Intal increased by over 50% in the USA as did those of Opticrom.

In Japan, pharmaceutical sales continued to grow satisfactorily.



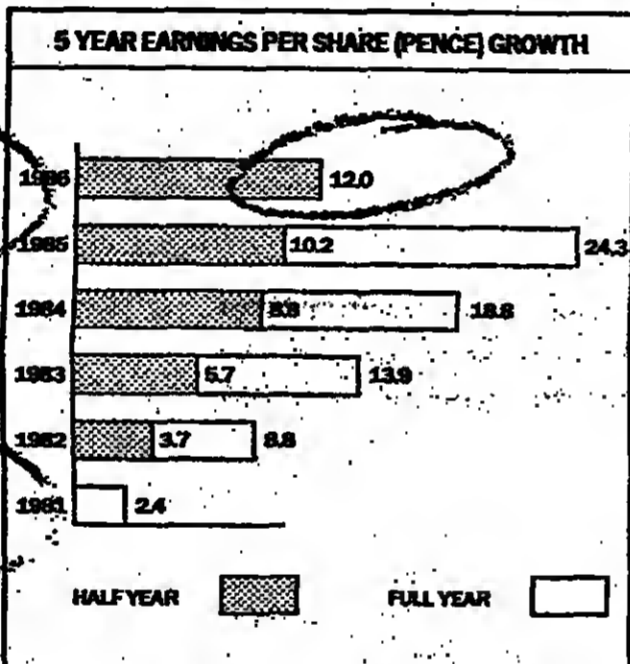
To the relief of many but to the detriment of our seasonal products' sales the allergy season in the UK and Europe was unusually mild.

In the UK, the introduction of a 5 mg dosage Inhaler boosted Intal sales and overall satisfactory growth was achieved. The new inhaler was subsequently introduced in France and Italy.

Fisons leading consumer products in the UK, Sanatogen vitamins and Paracodol, both increased sales very substantially during the half-year.

Capital investment projects involving new plant and facilities, designed to increase output and improve efficiency, continued in a number of operating areas including Mexico, Pakistan, Australia and the UK.

Tilade, which is currently being launched in the UK, achieved its first registration as was announced at the Annual General Meeting in May. In the lead-up to launch, considerable work has



been undertaken to familiarise leading specialists around the world with this important new drug, eliciting a very positive response. During the period, applications for registration of another new drug, Dopacard, were submitted to several European authorities. This new cardio-vascular drug, also discovered by Fisons research team, has advantages over competitive products and should achieve significant sales within its relatively specialist market. However, registration has yet to be achieved.

SCIENTIFIC EQUIPMENT

The Scientific Equipment Division produced record profits of £9.1m, 11% higher than last year.

Over the past 5 years Fisons has been the fastest growing major supplier of scientific laboratory equipment in the world.

The Division's biggest business, Curtin Matheson Scientific in the USA, continued to take market share from its major competitors whilst maintaining margins on rapidly increasing sales. In the highly competitive clinical laboratory market, the major area of CMS's activities, sales increased by over 25% in US dollar terms. In line with the strategy of increasing CMS's manufacturing base, in February Biochemical Sciences Inc was

purchased for £2.2m. BSI manufactures stains and other diagnostic products for haematology and microbiology laboratories, and was the fourth manufacturing acquisition to be added to CMS since it was acquired in 1984.

Carlo Erba Strumentazione (CEST) continued to exceed expectations in sales and profits, helped by successful new products. CEST, which leads our expansion in the growing higher-technology instruments market, confirms the wisdom of our strategy of moving the Division into higher areas of technology in international growth markets.

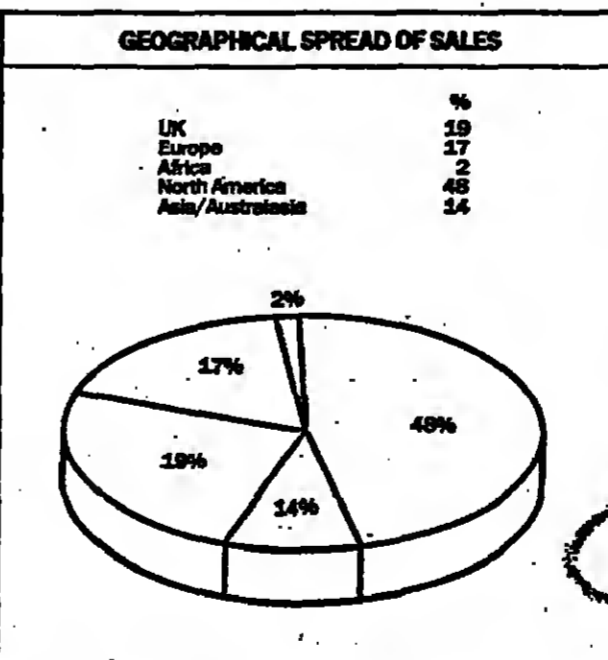
In both Australia and the UK, sales of scientific equipment, always sensitive to the economic climate, were depressed.

The German company Haake, on the other hand, sustained its pattern of progress.

HORTICULTURE

The Horticulture Division increased profits by 9% from £3.3m to £3.6m. The business on both sides of the Atlantic achieved strong sales and market share gains. In the USA, sales of our new added-value consumer products were well up on the equivalent period last year underpinned by another good performance in the professional market.

Our market share in the UK increased significantly. In particular the re-launch of the lawncare and Levington compost ranges, combined with new production facilities, greatly enhanced our competitive position. The Murphy



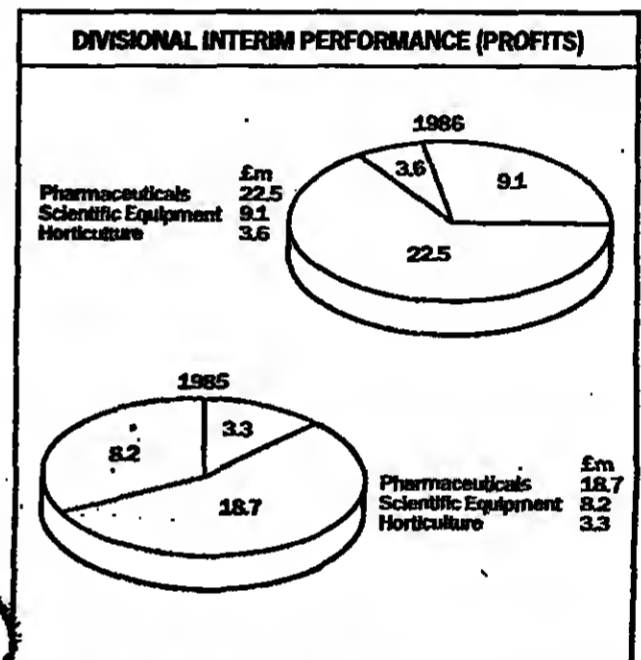
garden chemicals business, which came into the Group at the end of last year, has been integrated and is achieving the results expected.

However, this good market place performance has not been fully translated to profit because the adverse weather conditions on both sides of

the Atlantic badly affected the volume of peat harvested. Thus there were considerable unrecovered production overhead costs.

FISONS FORMULA FOR SUCCESS

These excellent results reflect careful long-term planning and rigorous follow-through. At the beginning of the decade, Fisons management team implemented a corporate strategy which has restructured and refocused the Company.



This strategy was based on the following criteria:

- To operate only in inherently attractive industries with a long-term growth and profit potential.
- To operate only in industries where Fisons would be a highly effective competitor.
- To establish a high quality and well motivated management team to ensure efficient implementation.

The success of our strategy is evident from the record results produced by all three of our Divisions, each of which has achieved record profits.

MAJOR INTERNATIONAL GROUP

Throughout the 1980's the growth of each of our three divisions has been backed by capital investment and augmented by selective acquisitions around the world.

Fisons is now established as a major international company, with over 80% of sales made overseas.

THE FUTURE

It is Fisons intention to maintain its highly successful strategy in the second half of this decade.

FISONS

MANAGEMENT

EDITED BY CHRISTOPHER LORENZ

Dart and Kraft

When the end of an affair is a 'great idea'

David Owen explains the rationale for the US group's demerger

THE JUNE announcement that Illinois-based food and consumer products group Dart and Kraft is to split into two entities came as a pleasant surprise to industry analysts. "It's a great idea," enthused E. F. Hutton's George Novello at the time. "It's a great move for both sides of the organisation."

The generally favourable reaction to the split must be gratifying to Dart and Kraft chairman and chief executive, John Richman, the prime mover behind Kraft's 1980 merger with Dart Industries, the fiefdom of maverick entrepreneur Justin Dart. On the face of it, Richman has performed a U-turn worthy of the most adroit political tactician.

A better analogy might be that Richman, who will play the same role at Kraft when the split becomes effective, is merely bending in accordance with the prevailing wind. While shareholders have undeniably profited handsomely during the years of the merger, circumstances have conspired to stunt the development of the anticipated synergy between the food and consumer products divisions.

New blood

Richman pinpointed two factors in particular which eventually persuaded him that the time for a parting of the ways had come. The first was the galvanising effect of a rush of new blood, including marketing ace Michael Miles (who is credited with having turned round Kentucky Fried Chicken for Heublein Inc.) into senior management positions at Kraft. This instilled a hard edge of aggression into what some had regarded as a cosy cheese company.

"More and more of our resources were going into the food side of the business," Richman recalls. Cash was pumped into the food sector both to fund a rash of new company acquisitions and to revitalise the company's solid string of mature brands. Before the shake-up, according to Richman, "We were just harvesting the mature side of the business."

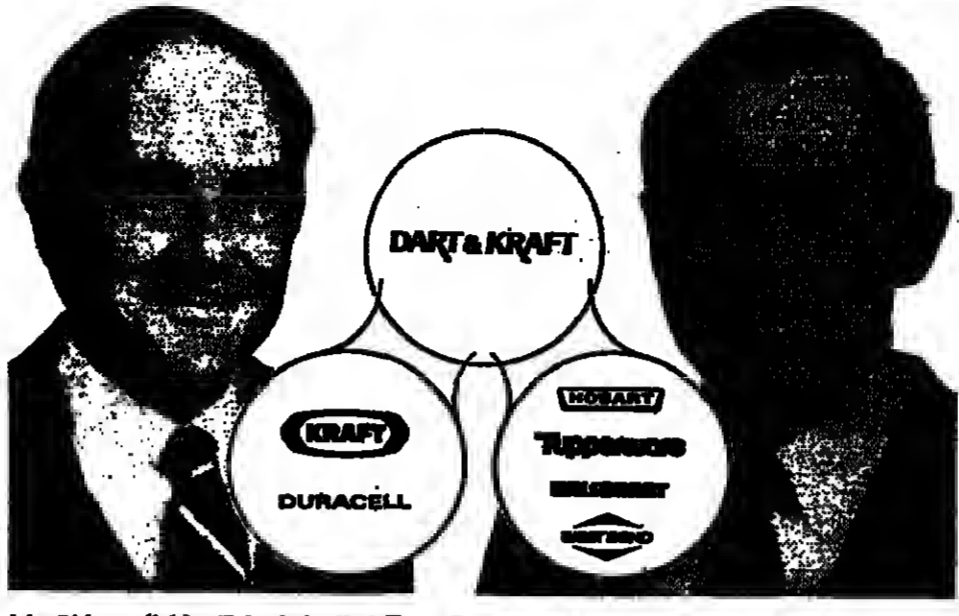
A processed cheese loaf, Velveeta, has for years afforded Kraft a commanding market share in its category. So commanding in fact that in Richman's words, "the feeling was that we had gone as far as we could go." And then somebody came up with the idea of moving the goal posts. "We decided we shouldn't be looking at the market as one for processed cheese loaf but for cooking cheese," says Richman. "That gave us a share of say 25 per cent instead of perhaps 70 per cent—indicating plenty of scope for improvement."

While the food division was out-performing the majority of its industry peers, registering a 10.3 per cent compound annual operating profit growth rate in the 1980-85 period, the mainstay of the consumer products division, Tupperware, was experiencing hard times. "It was as if the lights went out on January 1, 1983," says Warren Batts, Dart and Kraft president and chief operating officer, who will fulfil the role of chairman and chief executive at Kraft International.

"In the US 1983 was Tupperware's all-time record year." In the company's view, Tupperware's problems have been common to most of the direct selling industry and have moved to do with changing work habits than any intrinsic weakness within the division. Simply stated, more women than ever have been entering full-time employment and thus have less time to work as dealers or attend the famous Tupperware parties.

While Tupperware was con- sidered to be profitable, the unit's contribution to overall operating earnings has fallen steadily to around 10 per cent from nearer 30 per cent at the time of the merger. It was not financial pressure which precipitated the split — "the wolves were not at the door exactly," says Richman.

"It was an oil and water match," says Warren Batts in retrospect. At the time of the merger, he adds, diversification was "the name of the game," because the anti-trust laws were enforced, made it difficult to buy another food



John Richman (left) will head the Kraft/Duracell grouping with Warren Batts at the helm of the consumer products spin-off

company. He sees the decision to split as part of the broader "back to basics" trend in the food sector as evidenced for example by General Mills' move last year to spin off its toy and fashion divisions.

Since becoming Kraft chairman and chief executive, in June 1979, Richman has tailored much of his acquisition strategy to two conflicting trends in American consumer lifestyles. "I think people have reallocated their calories," he says, "perhaps eating lean cuisine but following it with a rich dessert."

Dart and Kraft has endeavoured to jump on to both of these bandwagons, buying calorie laden Lender's Bagels and Frusen-Gladite ice cream on the one hand, and health-conscious Celestial Seasonings herbal teas together with Total Gym exercise products and Bory-Erickson bathroom scales on the other. Despite the diversification, cheese still accounts for some 55 per cent of the company's food sales.

Richman has also endeavoured to cash in on the American tendency to spend an ever-greater proportion of food dollars (now approaching 50 per cent) in restaurants by beefing up the Kraft Foodservice business which supplies bulk buyers like chain restaurants, schools and hospitals. While it offers a range of non-Kraft products as part of the service, the company manufactures close to 50 per cent of the volume it sells and has made strenuous efforts to improve distribution efficiency using computer technology. "It is a very different business from food retailing," Richman says, adding: "It's much more of a distribution business. And margins are lower."

With Richman set to remain at the helm, chances are that there will be little overall change in Kraft management strategy in the immediate future. By contrast, changes at Premark are likely to be quite pronounced.

First priority, according to Warren Batts, is to make Tupperware perform better. The corner, he believes, is beginning to be turned (despite a 22 per cent decline in the first quarter of 1986), partly because of the successful introduction of Ultra 21, a plastic cookware product which can be used with impunity at oven temperatures of up to 500 degrees.

Cost savings

Substantial cost benefits should accrue once a new highland plant, expected to start up later this year, is operating smoothly. According to Batts, the company is currently the world's biggest consumer of the substance (an ingredient in the Ultra 21 product) and has hitherto imported all of its requirements. "To be cost effective, we had to become our own supplier," says Batts.

A new Tupperware distribution system now starting to be introduced should generate further cost savings. Batts says the new network will obviate the need for dealers to carry inventory and eliminate stock shortages "which are much more common than we thought."

There are no plans to switch from direct selling, although the company is exploring the possibilities of broadening out from house functions by, for example, staging similar events in offices.

An equally pressing concern will be to operate the Hobart commercial equipment business, acquired in 1981, with lower stocks. While the company accounted for only an estimated 31 per cent of the combined 1986 sales of the units to be spun off into Premark International, it contributed 41 per cent of the combined asset value. "We must operate on lower inventories at Hobart to improve return on investments there," says Batts bluntly.

The fortunes of the two remaining Premark divisions could hardly be different. With West Bend, the company faces a major turnaround task mainly because of the general depression in the US small appliances business. By contrast, the aim at Wilsonart decorative laminates will simply be to maintain the current growth rate and profit margin. In 1985, the unit returned an estimated operating profit of \$46m on revenues of \$250m. Meanwhile, Premark must also integrate commercial food equipment maker Vulcan-Hart into its structure. The company, which had sales of some \$128m last year, was recently acquired in an \$80m deal.

Batts resorts to deontology when discussing future acquisition divestment intentions. "I think we will uproot a few branches of our 'fourtrees orchard,' he projects, "and perhaps plant a couple of new trees." These saplings may well be adjuncts to the Wilsonart business which, Batts points out, sells through distributors carrying a range of other related products.

Haphazard approach impedes JIT moves

FIRST, the good news for British manufacturing. The spate of seminars in the UK this year on managing "work-flow" is beginning to stir up the shopfloor.

According to a survey of managers in 100 manufacturing companies who attended such seminars, the message about the importance of workflow — hardly though misleadingly referred to as Just in Time and regarded by the more efficient companies as vital for improved competitiveness — is sinking in faster than many expected.

More than half of those companies, for example, are now investigating ways of improving JIT and reducing their stock as to what it means. Only 10 per cent of those interviewed said they had no intention of taking further action of any kind on the issue.

The bad news is that even among the managers who are involved with JIT the overwhelming majority are at a very early stage in thinking about workflow, lack a proper understanding of the concept and are trying to introduce changes rather haphazardly and in small piecemeal packages.

Asked to choose three potential benefits from JIT, three-quarters of the managers planned for reduced inventory, hardly surprising since the exponents of JIT point to this as one of the main areas of cost saving. Only 10 per cent put "improved customer service."

The implications that can be drawn from the survey, conducted by Benchmark Research for consultants Peter Warwick Mitchell and the magazine Engineering Computers, are gloomier than might first appear.

The survey involved managers who were already showing an interest in JIT by turning up for the seminars. The level of interest among British managers as a whole is almost certainly lower than among the respondents and the survey's researchers do not claim that their findings reflect typical management thinking. They do show though that the seminars are having some, if unquantifiable, impact for the good.

Managing workflow includes a range of interlinked problems including inventory control, manufacturing lead times and machine set-up times, production plant layout and relations with suppliers.

The Japanese have run their kanban systems since the 1950s and many of the big US manufacturers like Cummins Engines and Caterpillar, the construction equipment makers, are now locked in large workflow improvement programmes to recover some of the ground in manufacturing cost competitiveness lost to the Japanese.

IBM, that staunch builder of corporate culture has its own name for it, CFM (Continuous Flow Manufacturing). The West Germans have proved themselves the consistently smartest manufacturers in Europe in terms of plant layout but the word "kanban" has also crept into their production philosophies.

Of the 100 managers interviewed, 51 per cent said they were investigating JIT for their own plants, 22 per cent were introducing Materials Requirements Planning (based on packaging given by a range of consultants), 12 per cent more were looking at sharpening up inventory practices and improving supplier relationships. Perhaps, should be much higher but the survey researchers point out that the results do indicate a considerable amount of enthusiasm for the concept.

All but a few of those interviewed thought JIT was suitable for their own high volume manufacturing, 63 per cent for batch manufacturing and a half for improving the operation of engineering jobbing shops. More than 40 per cent of respondents thought it would take one to five years for their companies to be operating on JIT lines. Nine per cent believed it would take less than a year, a short time given the difficulties of introducing what is essentially a set of simple common sense ideas but which require a lot of effort to harmonise. Such optimistic thinking probably reflects a misunderstanding about the comprehensiveness of proper workflow systems.

The managers thought the main issue that had to be tackled in their companies before workflow could be substantially improved was education and attitudes—though the survey did not specify whether this applied to the company board, shopfloor, middle managers or all three.

The survey did throw up some apparently odd responses. Less than a tenth of the managers put "better control of production" as one of the three main potential benefits.

Nick Garnett

TANDY 1000

New Low Prices

Tandy 1000 IBM PC* Compatible Including DeskMate Software

Today's Best Buy Small Business Computer Package

- SYSTEM INCLUDES
- 256K RAM And 2 x 360K Disk Drives
 - Monochrome Monitor And Keyboard
 - DeskMate Integrated Software - All The Software You Need To Get Started - Plus Operating System And BASIC

NOW ONLY £695 Ex. VAT

Was \$995 Ex. VAT CAT. NO. 25-7502



Or Choose A Colour Monitor..... And Save Even More On A Hard Disk System.....

Twin Drive, 256K Colour Monitor

The Perfect Desktop Computer Including Colour Monitor

NOW ONLY £895 Ex. VAT

Was \$1195 Ex. VAT CAT. NO. 25-7503

10 Megabyte Hard Disk, 256K Mono Monitor

Hard Disk Drive Performance For A Floppy Disk Drive Price

NOW ONLY £1195 Ex. VAT

Was 1595 Ex. VAT CAT. NO. 25-7504

Tandy Available from all Tandy Stores, AT Computerworld And Selected Participating Dealers.

TANDY COMPUTERS

For further information dial the operator and ask for Freefone Tandy Computers

Tandy Corporation (Branch UK), Tandy Centre, Leamore Lane, Blaxwich, Walsall, West Midlands. WS2 7PS Tel. 0922 477778

"I studied French for years but I still can't speak it."

For those who really want to speak a language.

- ★ Special TOTAL IMMERSION and private crash courses
- ★ Part-time courses to suit your schedule
- ★ Semi-private courses for 3-4 people
- ★ Evening group courses—maximum 8 people
- ★ Coaching in French and German for "O" and "A" level students
- ★ English a speciality

Phone today for more information

BERLITZ

FRENCH, GERMAN, SPANISH, ITALIAN OR ENGLISH

LONDON 01-580 6482 BIRMINGHAM 021-643 4333 MANCHESTER 061-228 3607

LEEDS 0532-435596 EDINBURGH 031-228 7198

Luxury Swedish Pinewood homes

TRE KRONOR at Svenskaby Peterborough

The Kronor is an exciting, original and exclusive development of genuine Swedish homes. The three styles embody all the very latest Swedish energy and labour-saving ideas to provide truly superior living conditions, comfort, low running costs and maintenance.

Full Swedish insulation and triple glazing. All houses are fully equipped with modern appliances, carpets and floor coverings.

All enquiries to sole agent:

Hunters

New Homes Office
Cowgate, Peterborough
Tel: 0753-4971, seven days a week.



FIVE TYCOONS AND A CROOK. WHICH IS WHICH?

Before you do business with anyone, get the lowdown on him and his company from Hodins, the most efficient source of business information there is.

Punching a few keys on your desktop computer terminal gives you instant access to this new service, backed by British Telecom.

Before your next meeting, contact us on 01-836 9625.

hotline

PLUG INTO THE INFORMATION REVOLUTION

To the Holders of FANUC LTD

£80,000,000 3 1/4% Convertible Bonds 1986

NOTICE OF FREE DISTRIBUTION OF SHARES AND ADJUSTMENT OF CONVERSION PRICE

Pursuant to Clause 7 of the Trust Deed dated December 6, 1983 under which the above described Bonds were issued, you are hereby notified that a free distribution of Shares of our Company at the rate of 2 shares for each 10 shares held will be made to shareholders of record as of September 30, 1986.

As a result of such distribution, the Conversion Price at which Shares are issuable upon conversion of said Bonds will be adjusted pursuant to Condition 5(C) of the Bonds from 4,277.30 Japanese Yen to 3,564.40 Japanese Yen effective in Tokyo on October 1, 1986.

FANUC LTD

Dated: September 17, 1986

To the Holders of FANUC LTD

£20,000,000,000 1 1/4% Convertible Bonds 1985

NOTICE OF FREE DISTRIBUTION OF SHARES AND ADJUSTMENT OF CONVERSION PRICE

Pursuant to Clause 7 of the Trust Deed dated May 9, 1985 under which the above described Bonds were issued, you are hereby notified that a free distribution of Shares of our Company at the rate of 2 shares for each 10 shares held will be made to shareholders of record as of September 30, 1986.

As a result of such distribution, the Conversion Price at which Shares are issuable upon conversion of said Bonds will be adjusted pursuant to Condition 5(C) of the Bonds from 7,596.7 Japanese Yen to 6,613.50 Japanese Yen effective in Tokyo on October 1, 1986.

FANUC LTD

Dated: September 17, 1986

THE ARTS

Television/Christopher Dunkley

Blind faith and blinkered views

Every few years a television drama comes along which causes outrage...

Something of a delinquent in his youth, Topik served in World War I as a straggler...

It is this combination which seems to cause the greatest rage among objectors...

The newspaper claimed that there was no evidence putting Topik anywhere near Exeter in September 1917...

The next day the Sunday Times promoted the story to its front page...

to extrapolate from the particular to the general and accuse the BBC of "blatant left-wing bias"...

Monday brought the opening 90-minute episode of John Mortimer's *Paradise Postponed*...

Having deliberately avoided reading the book so as to be able to consider Mortimer's work solely as television I wish now that I had also managed to avoid the publicity...

new versions of Sophocles' three Theban plays, consequently pre-viewed them with few preconceptions...

The re-titling last night of *Oedipus Rex* as *Oedipus the King* seems to me a pity...

The couple's friends arrive: Roger, another barrister, and the wildly caricatured Jockasta...



Helen Brown (top) and Pip Torrens in *The Swap*

The Swap/Boulevard

Martin Hoyle

The area is noted for sex-shops, strip-clubs and seedy alleyway publishers of faded intellectual aspirations...

The Swap is a flimsy but inoffensive fable, much to the taste of a predominantly young audience...

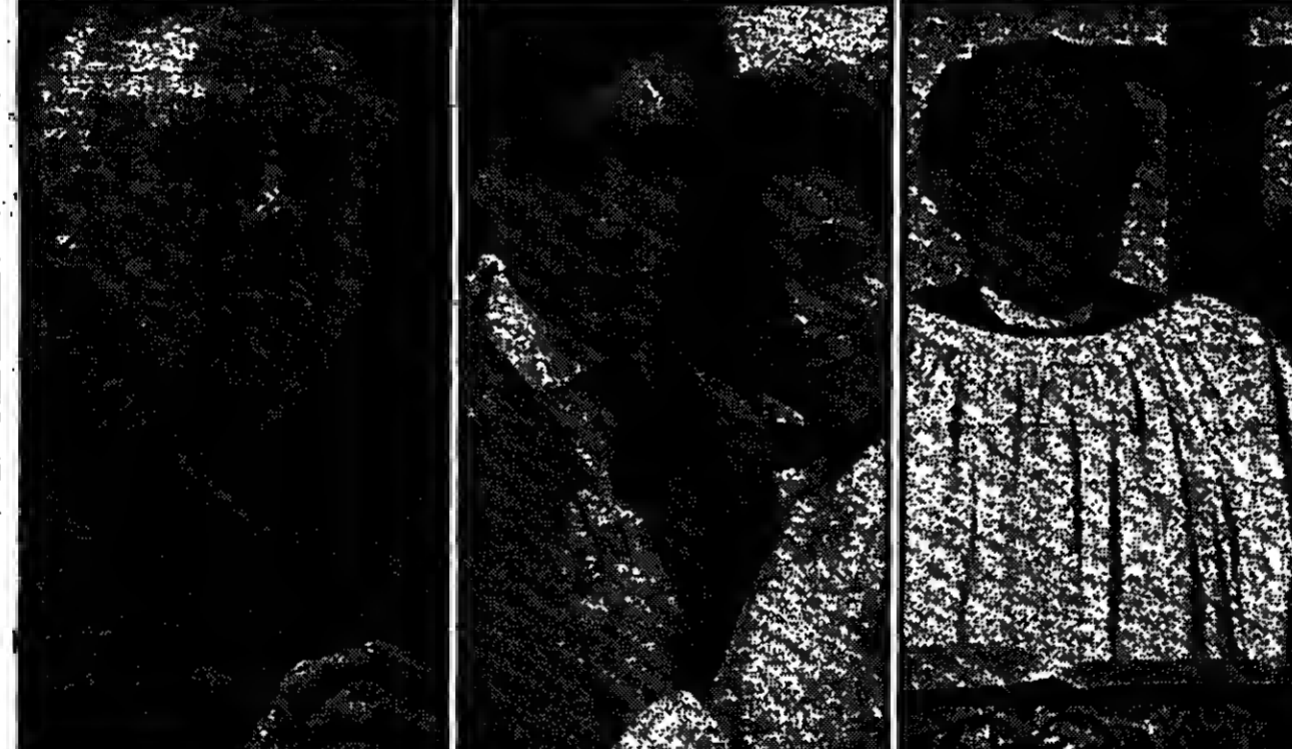
Edward and Susie bicker as they await friends in the newly opened Stockwell wine bar...

To strobe lighting, clothes are quickly exchanged. Positions are magically reversed to the glaze of mohair-edited Susie...

skirted Edward, revealing a long-standing affair with Susie. The latter is shattered to hear Edward's infidelity with Jockasta...

Roger is played by Robert Bathurst who lifts the whole affair on to a higher level every time he opens his mouth...

Roger makes a lunge for the



Anthony Quayle as Oedipus; Paul McGann and Cheri Langhi as Topik and Dorothy in *The Monocled Mutineer*; and Michael Hordern as Simeon Simeon in *Paradise Postponed*

Amnesty concert

Max Loppert

There was a depressingly small audience at Monday's concert at the Elizabeth Hall...

In the first part the Swiss cellist Markus Stocker, making his British debut, played sonatas by Mendelssohn and Beethoven...

Mr. Bishop-Kovacevic's contribution was the B flat sonata, Op. 10 No. 2, which was greeted by a noble slow movement...

of logic; seldom has the succession of paragraphs with their rich main episodes and elaborate subordinate ones seemed less haphazard, more "consecutive"...

Mr. Bishop-Kovacevic's contribution was the B flat sonata, Op. 10 No. 2, which was greeted by a noble slow movement...

the outer parts wanted more power and dramatic punch.

Moiseyev Dance/New York

David Vaughan

The first results of the cultural agreement between the United States and the Soviet Union have been fairly predictable...

The opening night of the Moiseyev at the Metropolitan Opera House in the first week of September, was marred and spoiled by the release of a charge...

There is no doubt that the company is adored by the public at large, and, not surprisingly, the programme consists to a great extent of favourites from previous visits...

Moiseyev began his choreographic career with the Bolshoi Ballet in 1950, when he collaborated on a ballet, *The Footballer*...

the strength of two new numbers, "At the Skating Rink" and "Night on Bald Mountain"...

"Night on Bald Mountain" is in two scenes; the first is a picture of a country fair, to Ukrainian folk tunes, peopled by characters out of Gogol...

At his best — in the shorter pieces — Moiseyev is a brilliant choreographer, certainly better than most other Soviet practitioners...

The ensemble will celebrate its 50th anniversary next year. Few of the present company, more than 100 strong, can have been seen in previous visits...

South Bank/Antony Thorncroft

At home on the river

After less than six months in the driving seat the South Bank Board has done some things...

This had been its least successful acquisition, with average attendances of 47 per cent. The Board has plans to use it as an opera studio...

They have all signed three-year "residencies" which commit them by performing more at the QEB...

Among the seasons planned for the QEB are a weekend of electronic music, a music theatre week, and a recital series...

of electronic music, a music theatre week, and a recital series "Voces"...

Another change announced yesterday will make it easier for orchestras to book the Festival Hall...

The Board is within its financial targets; it was pleased with its Summerseason season of contemporary music...

But the buildings are soon to be brightened up with white paint.

Arts Guide

Music/Monday. Opera and Ballet/Tuesday. Theatre/Wednesday. Exhibitions/Thursday. A selective guide to all the Arts appears each Friday.

Theatre

- NETHERLANDS: Scherenzang, Circus Theatre. A Circus Line arrives in Holland after seven years on Broadway (109).
LONDON: Travels and Dreams (Barbican). Provocative BBC production set vaguely in the Crimean War...
NEW YORK: When We Are Married (Whitehall). Matchless comic playing from an all star cast...
SEPTEMBER 12-18: When We Are Married (Whitehall), Matchless comic playing from an all star cast...
CHICAGO: Pump Boys and Dinettes (Apollo Theatre). Punctious look at country music and down-home country life...
TOKYO: Romeo and Juliet (in Japanese). An important new production directed by internationally known Kabuki female impersonator...



Barbara Cook, the American musical comedy actress, who opened in her new cabaret at the Albany Theatre last night...

Gallagher Limited
American Brands, Inc.
NSS Newsagents PLC

Schroders
J. Henry Schroder Wagg & Co. Limited
120 Cheapside, London EC2V 6DS

ANTWERP/BRUSSELS/GENT/KORTRIK
HAND DELIVERY SERVICE
Your subscription copy of the FINANCIAL TIMES can be hand-delivered to your office in the centre of any of the cities listed above...

FINANCIAL TIMES

BRACKEN HOUSE, CANNON STREET, LONDON EC4A 4BY
 Telegrams: Finantimo, London P5A. Telex: 8954871
 Telephone: 01-248 8000

Wednesday September 17 1986

Message to Pretoria

THE European Community's decision to enact a new set of economic measures against South Africa was marred by the arguments which have been fought right up until the last minute, over what the package should consist of. As a result, the Community failed to give an impression of a decision which was firm, clear and unified. Yet in practical and political terms the European governments have in the end achieved what was essential: an agreement on a package of measures, as the expression of a political signal to the white regime in Pretoria.

It may be argued, and certainly was argued by the Dutch and Danish governments, that the package should have included a ban on imports of South African coal, in addition to the agreed ban on imports of iron and steel and gold coins, and on new investment in South Africa, first, because coal was on the provisional list tabled by the EEC three months ago; and second because coal is a more important import item for South Africa, and its banning would therefore have a bigger impact.

A refined calculus of the pros and cons of different measures is a complex and essential dividing line is between sanctions and no sanctions. The European Community has now crossed that line, as six members of the Commonwealth crossed it at the beginning of August. The Japanese government has made it clear that it, too, will take economic measures against South Africa, and it is plain that the US Congress will force President Reagan to move quite a bit further in the same direction.

At stake is the way the Soviet economy is run. Soviet wholesale and retail prices are established by administrative fiat from above, based theoretically on the cost of production and not demand. They are a system of rationing developed in conditions of scarcity of almost all goods in the 50 years before 1970.

But Mr Gorbachev's demands for self-financing, managerial independence of enterprises, profitability, an adequate return on assets and cost accounting with all remains meaningless if the Soviet manager or head of an enterprise has no control over the costs of his inputs and outputs which are determined in Moscow under the five-year plan. Soviet economists complain in particular that this leaves enterprises with no incentive to produce better products, and this makes price reform and a change in the way Soviet prices are decided the key to change in the Soviet economy over the next 15 years. The problem is that while economic reformers can see the anomalies in the present system, they do not seem clear in their own minds that the implication of radical price reform is a change in the procurement system as a whole.

Stock Exchange's new horizons

THE DECISION by the Stock Exchange Council to join with the International Securities Regulatory Organisation (ISRO) to establish a single market place in domestic and international securities in London is an important landmark in the development of the City's capital markets. So, too, is the move to combine the two bodies into a single self-regulatory organisation, covering all the securities activities of their respective memberships for the purposes of the new financial services legislation which takes effect later this year.

For the Stock Exchange's larger member firms, the marriage comes not a moment too soon. Through most of the post-war period they have seen their share of the international securities business decline. In contrast, the foreign securities houses which have come to dominate the London-based Eurobond market now dwarf their British counterparts.

That situation caused little concern to Stock Exchange members as long as they enjoyed a de facto monopoly in domestic equities and gilts. But as the twin pressures of technology and deregulation contributed to the internationalisation of the securities market, the monopoly eroded far faster than most had expected.

Competitive system
 AS SIR NICHOLAS GOODSON, the exchange's chairman, frankly acknowledges in a letter to its members today, a professional market in international securities has developed outside the Stock Exchange and that market includes trading in many British equities. Even after belatedly allowing outsiders to take full control of member firms and accepting the Government's demand for the abolition of fixed maximum commissions in next month's Big Bang, the exchange risked losing further domestic equity business to non-members.

In the meantime, profits in gold-edged, where the Bank of England continues to give the Stock Exchange the right to administer a single, central market, is under threat because of the dramatic influx of outside capital into a more competitive dealing system.

On balance, however, the underlying move towards regulatory convergence makes sense when international and domestic markets are themselves converging. It is as the Americans would say: the modalities are not the logic, that need questioning.

Political change

In any case, the European wrangle over South Africa coal trade has attracted more attention than what could well turn out to be the most important element in the EEC package, the ban on new investment in South Africa. Just how this ban is to be implemented has yet to be worked out by the financial and legal experts. But once imposed it may have the profoundest psychological impact on the calculations of the white regime in Pretoria. In practical terms, it would have little or no immediate effect, because no investment is flowing to South Africa, and none is likely to so long as the unrest and the emergency continue.

Even if their chances are very small—as they probably are—they would still be justified if they improved by the narrowest margin the possibility of peaceful change in that country. It is just a pity that the Community should have done its best to advertise its divisions in the months leading up to the decision.

Wellcome for Clausen

THE BRITISH vogue for hiring American non-executive directors is catching. ICI has done it. Glaxo is talking about it, and their rival drug company Wellcome, not to be left behind, has now landed a whopper—Tom Clausen, who retired at the end of June as head of the World Bank.

This is the first commercial directorship Clausen has taken up since retirement. Why would a US banker choose a British drug company?

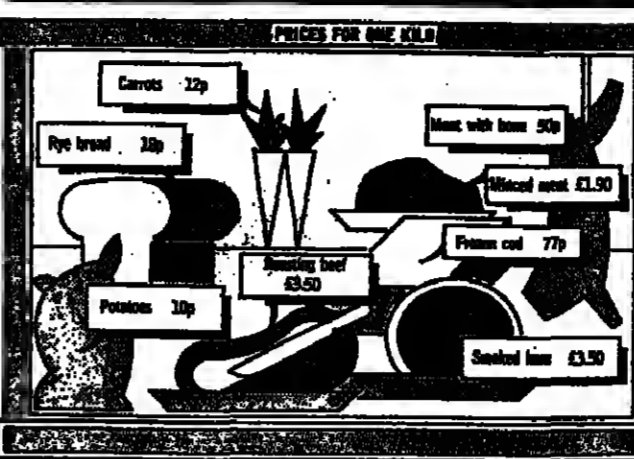
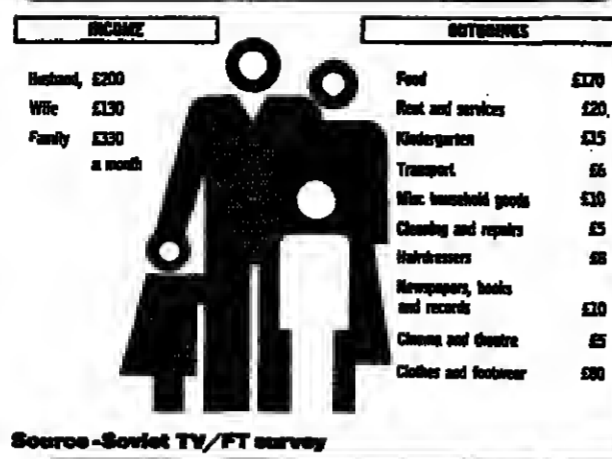
Wellcome, a positive personal ally, says "it's not so much a question of giving more power as bringing the intellect and character of externally distinguished people into the boardroom."

Gray area
 HARRY GRAY, who in his prime was one of the most feared corporate raiders stalking industrial America, has been edged out of the door at United Technologies for close to a year. But the news that he is finally stepping down as chairman still comes as a bit of a surprise.

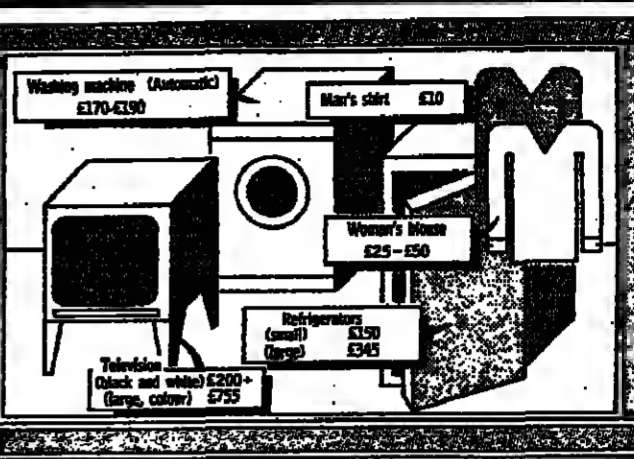
Gray joined the rather sleepy United Aircraft Company in 1974 after failing to get the top job at Litton Industries, and over the next decade built his company into one of the biggest conglomerates in the world with annual sales of \$1.6bn and close to 200,000 workers making everything from Pratt and Whitney aircraft engines to Otis elevators and Carrier air-conditioners.

THE SOVIET ECONOMY

The family budget... and what it buys



Source—Soviet TV/FT survey



Now for the prices test

By Patrick Cockburn in Moscow

rather than village markets has gone up by 57m people in the last 20 years. Low prices mean long queues and often poor quality goods. This leads to large secondary and black markets. In the legal peasant markets, a kilo of meat costs 8 roubles and there are no queues. It means that many quality goods are sold on the legal retail trade. People in Moscow and Leningrad are increasingly well dressed but the cloth for their garments is often imported. Many of their clothes are bought at great expense from private tailors and dress makers who operate illegally.

The prospect now of a fundamental change

factured exports is one method of increasing quality production. From the beginning of next year the monopoly of the Ministry of Foreign Trade over hard-currency exports and imports worth \$60bn last year will be broken up. Individual Ministries and some enterprises with export potential will be able to trade directly with foreign companies.

A complete change in the price system is, however, neither feasible nor expected. But retail prices could be shifted as in parts of Eastern Europe to a three-tier system of fixed prices for basic foodstuffs, free prices for luxuries and maximum prices for goods in between. If, for instance, Mr Gorbachev's plan for enterprises to have financial autonomy were to lead to better quality clothes at higher prices then popular enthusiasm for a new prices system would increase.

Low and heavily subsidised basic food prices are too much an accepted part of the Soviet political system to be easily raised. Even if real incomes

The Royal Oak

Norman times
 Norman Tebbit is currently top of the pops as the favourite bogey man for other parties—mentioned more frequently in speeches at the SDP conference at Harrogate than even Mrs Thatcher. Yet even he faced a new and independent mind following the row over Carlson's departure.

Going places
 Life in the public eye can be a tedious business for the rich, and even for the merely famous. But Virgin Airlines chief, Richard Branson, and round-the-world yachtsman Chay Blyth, had a cautionary tale yesterday for those who take their public for granted.

Observer



Trading places...

At Abbey National we are already taking advantage of recent legislation permitting building societies to trade in financial markets which had previously been closed to them. Our Treasury based at our head office in Baker Street, is now poised for expansion. We aim to recruit a new team of money market dealers and traders, specialists and trainees, who can not only demonstrate their ability to initiate profitable transactions but also help position Abbey National as an intelligent operator and major player in the Sterling Markets.

Match your credentials to our criteria outlined below and be in-at-the-start of this exciting new treasury venture with the Abbey

Medium-Term Funding Manager

The Society is developing an increasingly high profile in the Sterling capital and syndication markets. Our recent £500,000,000 FRN was, for example, the largest such issue made to date and we expect to remain one of the largest Sterling debt issues in the world.

The 1985 Building Societies Act will now permit for the first time access to foreign currency borrowing. Our challenge is to fully exploit this significant opportunity.

The task will involve preparation of annual funding plans together with the development and maintenance of contacts in the London and overseas capital markets. It will require marketing and presentation skills combined with an ability for financial analysis and detailed contract work.

A graduate is preferred with experience of Merchant Banking or Treasury experience in a major organisation.

Dealer and Trainee Dealer - Gilts

The Society plans to trade a significant part of its \$1.5bn plus gilt portfolio and become an active participant in stock lending.

Within the context of agreed guidelines the gilt dealer will be expected to operate independently to maximise returns taking full advantage of the opportunities, in terms of both deal size and market volatility, offered by Big Bang. The Trainee Dealer will manage the coming stock lending activities as well as supporting the gilt dealer as required.

For each position you should hold a university degree, show true leadership qualities and have a proven ability to act quickly and decisively. An appropriate level of experience in the City or a large Treasury department is essential for the Gilt Dealer vacancy.

Dealers - Sterling Instruments, Futures and Options

The Society already has a high profile in the Sterling Money Market. Our CD book is one of the largest in London.

Within the context of a sterling desk you will be expected to maximise yields and profit by positioning and trading Building Society and Clearing Bank CDs and Bills. The sphere of activity will increase during 1987 to include futures, options and FRAs. Rapid decision-making skills will need to be supported by a sound economic and technical knowledge of the markets involved.

Candidates are expected to be graduates supported by proven experience in this field.

In return for your commitment and experience, we are offering a very attractive package which we believe reflects the importance attached to these positions. Your experience could have been gained either in the Treasury function of a large organisation or corporation, or in a local authority or one of the domestic banks. The vacancies have all been newly created due to the changes in legislation and there is every opportunity for rapid advancement within the Treasury structure.

In addition to negotiable salaries, we offer a Society Profit Scheme and the excellent benefits package you would expect from a major financial institution.

For further information on the above positions, please either phone Roger Little, Manager, Money Market Operations, on 01-486 5555 ext 4377 to arrange an informal and confidential meeting, or send your cv to Bill Whitehead, Personnel Manager, Abbey National Building Society, Abbey House, Baker Street, London NW1 6XL.



SYDNEY **Jonathan Wren** LONDON HONG KONG

MARKETING EXECUTIVE

Our client, a major British international bank, wishes to recruit an additional marketing executive for its private clients portfolio services.

Ideally aged between 25 to 35 years, the successful applicant will have a background in banking/stockbroking with recent emphasis on fund management marketing, particularly to high net worth individuals. The ability to work with minimum supervision and a willingness to travel to the Middle East are important factors.

An excellent salary and benefits package is available and promotion prospects for the future are very good. Contact Richard Meredith.

All applications will be treated in strict confidence.

Jonathan Wren
Recruitment Consultants

170 Bishopsgate, London EC2M 4LX. Tel: 01-6231266

STOCK EXCHANGE SENIOR MEMBER DEALERS AND AUTHORISED CLERKS

We are now seeking Stock Exchange Member Dealers and Authorised Clerks to help us build our market-making operation.

You will be working in a professional environment with a team of like minded individuals and excellent resources.

We are offering several challenging career opportunities.

Contracts of employment will reflect both the importance and the entrepreneurial nature of the venture.

Apply in confidence to
Bryan J Cavill,
ANZ Merchant Bank Limited,
65 Holborn Viaduct,
London EC1A 2EL,
or telephone him on 01-486 0021,
or 01-656 1174 in the evening.



ANZ MERCHANT BANK LIMITED

65 Holborn Viaduct, London EC1A 2EL. Tel: 01-486 0021

TOKYO - HONG KONG - NEW YORK

and through Group representation in 46 countries

Member of the ANZ Group

CJA

RECRUITMENT CONSULTANTS
35 New Broad Street, London EC2M 1NH
Tel: 01-588 3588 or 01-588 3576
Telex No. 887374 Fax No. 01-256 8501

Opportunity for promotion within 6-12 months.

CORPORATE DEALER

CJRA

CITY

PRIME INTERNATIONAL BANK

£20,000 - £25,000

We invite applications from seasoned dealers, aged 24-32, who must have had at least 3 years' experience and have a proven track record in a busy trading room. The successful candidate will join a small professional team and should be able to make an immediate and significant contribution to the corporate dealing operation. Prospects for promotion and career development are excellent. Initial salary will be negotiable in the range £20,000 - £25,000 plus the full range of generous banking benefits. For this assignment we are particularly keen to hear from candidates in strict confidence by telephone on: 01-628 5233 or alternatively written applications quoting CD18250/FT will be forwarded unopened to our client unless you list companies to which they should not be sent in a covering letter marked for the attention of the Security Manager: CJRA.

CAMPBELL-JOBSTON RECRUITMENT ADVERTISING LIMITED, 35 NEW BROAD STREET, LONDON EC2M 1NH.

Export Credits Guarantee Department CHIEF EXECUTIVE

Jack Gill, the present head of ECGD, is retiring shortly, and applications are invited for this important public appointment.

ECGD is a Government Department and insures exporters and bankers against bad debts. The business is substantial with a total portfolio of some £30 billion. A current priority is a radical reform of operating procedures making full use of information technology and a reshaping of the structure and approach of the Department to foster a more commercial outlook.

Candidates must have considerable administrative, financial and managerial experience gained in insurance, banking, accountancy or trade finance. Such experience is most likely to have been gained within the private sector.

Present salary is £41,500 - £43,500. A salary above this could be considered if necessary for a candidate with exceptional qualifications or experience.

Initial appointment is expected to be on a short-term contract or secondment basis for 3 or 4 years with the possibility of extension or permanent appointment.

For further details and an application form (to be returned by 17 October 1986) write to Civil Service Commission, Alconon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468531 (answering service operates outside office hours.) Please quote ref: C/7886.

The Civil Service is an equal opportunity employer.

Appointments Advertising

£41 per single column centimetre and £12 per line. Premium positions will be charged at £49 per single column centimetre.

For further information, call:

Louise Hunter 01-248 4864

Jane Liversidge 01-248 5205

Daniel Berry 01-248 4782

Shepherd Little & Associates Ltd

Banking Recruitment Consultants

ASSOC. DIRECTOR - SETTLEMENTS **£40,000/£50,000 + benefits**

An excellent career development position with a prime name in the Capital Markets that is continuing to expand.

You must be able to exhibit a well established career to date with an emphasis on procedures for Eurobonds, Euro Commercial Paper, Euro Notes, Equities and Bond Borrowing/Lending. In addition applicants should possess an in-depth knowledge of the systems necessary for the trading and settlement of these instruments.

Suitable candidates are likely to be in the age range 30/40, must be excellent man-managers and able to stand up to the pressures and politics inherent in such a position. In exchange you can enjoy a high profile position at Associate Director level, remuneration in the range shown above, company car and mortgage facility.

Please contact Paul Trumble

Ridgway House 41/42 King William Street London EC4R 9EN
Telephone 01-626 1161

Head of Intelligence Services

Unilever have a senior vacancy in their London Head Office for someone to manage and develop the business intelligence services of their Economics Department. The department applies economic analysis to business problems from Corporate to Operating Company levels. The successful candidate will have a key role in establishing and operating an integrated information policy and systems, including the computer support facilities required for both analytical and information purposes.

Relevant backgrounds for this challenging post include a degree in economics, wide experience of computer systems and a successful record of managing change in an information handling environment.

Salary for the right candidate, around £30,000 plus company car.

Please write with your full details to:

Professor D K Stout
Head of Economics Department
Unilever PLC, PO Box 68 Unilever House
Blackfriars, London EC4P 4BQ



EDITOR

Money Management

Money Management, the UK's leading magazine for the professional financial adviser, seeks a new Editor. This challenging post offers an ambitious journalist the opportunity to develop one of the major titles within Financial Times Business Information. A competitive salary plus company car is offered.

Please apply in writing to:



Mark Van de Weyer
Magazines Director
Financial Times Business Information
Greycoke Place
Peter Lane
London EC4A 1ND

VENTURE CAPITAL

An independent venture capital company, owned entirely by its management, seeks another member for its small executive team. An additional £15m of institutional development capital has recently been raised bringing the total under management to £30m.

Preferred candidates will be in their thirties and have worked at least five years in venture capital management. They will be capable of handling on their own all aspects of the search for good investments, the structuring and negotiation of transactions and the subsequent monitoring of a portfolio. They must be able to play an active role in advising and assisting the companies in which investments are made.

The successful candidate will be offered equity participation in the management company as part of a competitive remuneration package.

Reply with full curriculum vitae to:
Box A0270, Financial Times
10 Cannon Street, London EC4P 4BY



UNION BANK OF FINLAND Ltd MARKETING SPECIALIST

CAPITAL MARKETS

Union Bank of Finland is the leading Finnish Banking Group with total assets at FIM 89 billion (end 1985), with more than 400 branches and more than 8,000 employees in Finland. The Bank's international network consists of fully-owned branches and subsidiaries in London, New York, Singapore, Luxembourg and Paris.

London Branch being centrally located within the Group is currently looking to expand its Capital Markets team.

We are seeking a marketing specialist who has a good working knowledge of financing techniques and an understanding of capital markets products is essential. The successful candidate should be committed to a career move within Banking and the marketing of these services.

Remuneration for this position will be highly competitive and attract a full range of banking benefits.

Please write in confidence enclosing full CV to:

Sonya Wilson
Union Bank of Finland
46 Cannon Street, London EC4N 6JJ

SYDNEY

Jonathan Wren

LONDON

HONG KONG

CORPORATE FINANCE

About £20,000

Our client, one of the smaller Accepting Houses, seeks to appoint an additional executive in its Corporate Finance Department.

Applicants for this position should be graduates in their mid/late twenties probably with a legal background. The successful candidate will be able to demonstrate the ability to sell the bank's services and to play an important role as a key member of a highly professional team.

A salary in the region of £20,000 is envisaged, together with the usual banking benefits.

For further details please ring or send your c.v. to Mark Forrester, Director, Merchant Banking Division, stating any banks by whom you would not wish to be considered.

Jonathan Wren

Recruitment Consultants
170 Bishopsgate, London EC2M 4LX. Tel: 01-623 1266

Assistant Fund Manager Equities to £25,000

The Fund Management arm of a large international financial institution, with funds under management totalling several billion dollars, has a requirement for an Assistant Portfolio Manager.

Planned expansion within the firm has created this excellent opportunity for a career-minded young Analyst or Assistant Fund Manager to join the team. The Equity team controls funds in excess of \$1 billion, made up of a variety of type and size of portfolios. In addition to analytical coverage of the Equity Markets in UK and Europe, the successful individual will play a responsible role in developing investment strategy.

Candidates should be graduates, in their mid-twenties with at least two years' experience of Analysis or Fund Management.

Contact Timothy R. Wilkes or Nick Root at the Securities Division, 39-41 Parker Street, London WC2B 5LH, or telephone them on 01-404 5751.



Michael Page City

International Recruitment Consultants - London Brussels New York Paris Sydney
A member of Addison Consultancy Group PLC

Fund Management - European Equities

A highly autonomous role in a major Financial Institution

This is an opportunity to manage the European equities portfolios of one of Britain's leading financial organisations. With the support of a small team you will be responsible for the performance of sizeable funds. You will enjoy a considerable degree of independence and discretion in your investment decision making and the success of this will ultimately have a major impact on the Company's ability to attract further assets.

You will already possess an in-depth knowledge of European equities and will be able to demonstrate at least 3 years' successful

investment management performance in these markets. Aged probably in your thirties you will have developed the interpersonal skills necessary for creating effective working relationships and will have the judgement and confidence required to act decisively.

The Company offers a compensation and benefits package designed to attract a top quality specialist. To apply, please write in complete confidence to the Company's advisor on this appointment, John Sears, Cavendish Court, 11/15 Wigmore Street, London W1H 9LB or telephone: 01-629 3532.

John Sears

New Issues Syndications Officer Major International Bank City of London Up to £30,000

Our client, a major participant in the New Issues market, is actively seeking to appoint a dynamic New Issues Syndications Officer. Rapid progression into a management role is anticipated.

Reporting to the Deputy General Manager, your responsibilities will encompass servicing North American clients, close liaison with our clients New York office, and maintaining contact with other City Issuing

Houses. Some travel to overseas markets is envisaged. Probably aged 27-32 and educated to graduate level, you will have gained one to two years sound experience working within the New Issues Department of a major House. A legal background would be an additional advantage.

Please telephone or write in confidence to Leslie Bensley quoting Ref: LB093.

Lloyd Chapman Associates

International Search and Selection
160 New Bond Street, London W1Y 0HR
Telephone: 01-409 1371

Treasury Assistant

Circa £15K Package Rural Hampshire

TSB Trust Company is the insurance and unit trust arm of the TSB Group and continues to enjoy considerable growth and success in its field. The key role in ensuring optimum investment performance lies with our Treasury function.

We are now seeking an enthusiastic individual aged 22-30 and of graduate calibre, who will have gained experience in corporate treasury activities in a major organisation. The successful candidate will become involved in the Company's cash and investment management and will be expected to play a major role in the creation, development and maintenance of technology based management systems.

The post is in a challenging environment and will develop with the right person. He or she must have the capability of locating and employing treasury data to optimise investment performance.

The salary package quoted consists of basic salary plus mortgage subsidy. In addition we offer:

- * Non-contributory pension
- * Christmas bonus
- * Profit share
- * Flexitime
- * Relocation
- * Sports and social facilities
- * 24 days holiday

If you feel you have the right qualities to work in this pleasant part of Hampshire, which not only has good leisure, educational and cultural amenities, but is also within easy reach of London by rail or road, please telephone or write for an application form to Anne Ing, Assistant Manager, Personnel Department, TSB Trust Company Limited, Keens House, Andover, Hampshire SP10 1PG. Telephone Andover (0264) 56789 ext 2154.



Ulster Investment Bank Limited

A member of the National Westminster Bank Group

Ulster Investment Bank is one of the largest merchant banks in Ireland with assets of £680 million. We invite applications for the following position.

FUND MANAGER: EQUITIES

Our Investment Management Division has grown rapidly since its inception with total funds under management currently exceeding £800 million. For this post we are seeking candidates educated to degree level, aged between 27 and 35 years who have 3/4 years investment experience. The major emphasis of the job will be on the investment management of a portfolio of US assets and the contribution to the broader aspects of investment policy. The person responsible will also, through client presentations, be involved in the ongoing development of the Investment Division.

Please send curriculum vitae to:

Mrs. Iris Belshaw,
Assistant Director,
Ulster Investment Bank Limited,
2 Hume Street, Dublin 2.

INTERNATIONAL FUND MANAGER

c. £25,000 p.a. + Mortgage

Sun Life Canada, one of the world's largest life assurance companies has over £1 billion of assets under management in the U.K. The range of funds is expected to increase substantially over the next few years and an opportunity now exists for an International Fund Manager to take responsibility for our unit-linked range of International Funds. Applicants should have some experience of U.S. and Japanese equity markets.

SENIOR EQUITY ANALYST

Up to £23,500 p.a. + Mortgage

Due to the expansion of our highly successful investment team we are seeking an additional enthusiastic analyst who is aspiring to take on portfolio management responsibilities in the near future.

If you are interested in either position, please send details to:-

Mrs. Sue Hanington, Employment Adviser
Sun Life Assurance Company of Canada
2, 3 & 4 Cockspur Street, London SW1Y 5BH
Telephone: 01-930 3406 Ext. 121

SunLifeofCanada



ORION ROYAL BANK LIMITED

A member of The Royal Bank of Canada Group

Director of Operations

Occupying a leading position in the International Capital Markets with a continuing strong expansion of its activities in the areas of Eurobonds, Gilts, Equities and Treasury products, the Bank invites applications from candidates with superior ability and management skills to fill the appointment of Director of Operations at Executive Director level.

The successful candidate will have a minimum of five years experience of managing a settlements operation, a proven record for people management and organisational skills to plan and implement the changes in settlements techniques which technology will bring.

A highly competitive remuneration package of salary plus benefits will be provided.

Applications, in strictest confidence, should be addressed to:
D. C. Blacker,
Personnel Director,
ORION ROYAL BANK LIMITED,
1 London Wall, London EC2Y 5JX.

SENIOR PENSIONS SUPPORT CONSULTANT TEMPORARY APPOINTMENT

National Bus Company has two pension funds - the National Bus Pension Fund (NBPF) for salaried employees and the National Bus Employees Superannuation Trust (BEST) for weekly paid employees. The funds presently cover 44,000 members, 12,000 pensioners and 7,000 deferred pensioners. National Bus Company is now being privatised and its subsidiary companies, numbering around 70, are being sold individually.

The company now requires a full time consultant for a period of up to approximately 2 1/2 years. The work will involve deputising for the Group Pensions Manager and providing technical support and advice in respect of the two pension funds. The consultant will have a sound up-to-date knowledge of pensions legislation and will probably have held a senior position in a large pensions fund.

The post is not expected to last beyond mid-1989 and might therefore suit a person who has been made redundant or retired early.

Remuneration will be made by consultancy fees, paid monthly under a consultancy agreement terminable by one month's notice on either side. The level of the fees will reflect the importance of the position. Please apply in writing to Miss M. Cooper-Struce, National Bus Company, 172 Buckingham Palace Road, London SW1W 9TN. 01-730 3483.

Spot Swiss Dealer £50,000 Neg. + Benefits

A highly respected international bank with an established city presence seeks a specialist Swiss dealer...

Spot Dealer £Neg.

Our client, a major international bank, is seeking a young spot trader to join their cable desk...

Futures/New Instruments Trader c£25,000 +

Our client, a significant international bank, is expanding the London Branch treasury services operation...

Sterling Dealer c£22,000 +

This bank, a "blue chip" British Merchant, is expanding its sterling operation, and accordingly seek a "no. 2" to the head of section...

Roger Parker Organisation 65, London Wall London EC2 5TU 01-588 2580

FX, TREASURY AND CAPITAL MARKETS RECRUITMENT SPECIALISTS

Capital Markets Transaction Execution

to £35,000 plus bonus plus benefits

A prime American organisation with a substantial presence in the international capital markets is strengthening its existing Transaction Execution team...

At least two years' experience is essential, and ideally you will have more, covering execution, syndication or relevant legal documentation in Bond Issues, Private Placements and Eurocommercial Paper...

Over and above technical expertise you must also demonstrate the ability to solve problems and manage others whilst working under unrelenting pressure.

Please contact Victoria Ward Kruckic or Christopher Smith on 01-404 5751, or write to them, enclosing a detailed curriculum vitae...



Michael Page City

International Recruitment Consultants - London Brussels New York Paris Sydney A member of Addison Consultancy Group PLC

Trent Polytechnic Department of Business and Management Studies

Principal Lecturer in Corporate Strategy

(£14,784-£18,588 p.a.)

This imaginative and innovative department runs successful business and management courses for undergraduates, post-graduate and professional students...

Candidates must demonstrate a successful track record in this area, involving teaching, research and consultancy.

Further details and forms of application are available from the Staff Officer, Trent Polytechnic, Burton Street, Nottingham NG1 4BU. Closing date 3 October 1986.

REDUNDANT SALES Managers and Executive contact Michael Green on 01-252 644.

Euroyen Bond Trader

Help Develop the Company to 'Market-Maker' Status in Euroyen Bond Trading

This is an opportunity to join a young dynamic international securities house to play a major role in the Company's Euroyen bond activities...

With the enormous financial support of its parent Bank the company anticipates considerable future growth offering significant career development prospects.

The position will appeal to a highly ambitious and self-motivated individual with at least one year's experience of active trading in the Euroyen bond markets...

To apply, please write with curriculum vitae to John Sears, Cavendish Court, 11/15 Wigmore Street, London W1H 9LB or telephone 01-629 3532.

John Sears

Portfolio Manager

International Private Bank

Citibank's Private Banking Group, located in Berkeley Square, London W1, provides a comprehensive range of banking and investment services to high net worth clients...

We are now looking to supplement the strength of this present team of investment professionals with an experienced portfolio manager.

Ideally, you will be a graduate with a good record of analytical and money management skills. These will preferably have been acquired in a fund management position where you have had at least three to five years experience in investing private client

portfolios containing multicurrency bonds and international equities. Proven experience in Far East and Japanese equities will be a particular advantage.

This is an excellent opportunity to join a successful, expanding unit and the compensation package with the usual bank benefits will fully reflect your experience and qualifications.

Please write with personal and career details to Derek Froud, Personnel Officer, Citibank, 336 Strand, London WC2R 1LS.

CITIBANK

Corporate Services Officer/Dealer

The Royal Bank of Canada is Canada's leading international bank, and one of the largest in North America, with financial interests in over 100 subsidiaries and affiliates throughout the world.

We're currently seeking to recruit a Corporate Services Dealer or Officer who will work closely with the Chief Dealer, maintaining the highest possible levels of foreign exchange and money market service to our corporate clients...

Communication skills are of paramount importance, and we'll also be looking for an enthusiastic, positive attitude combined with excellent presentation and management potential.

For the right person, who will probably be aged between 25 and 28, the prospects are extremely attractive. Your experience and motivation will be rewarded with an excellent package of salary and benefits.

Please write, with full career details, to Mr P A. Dunston, Manager, Personnel Services, The Royal Bank of Canada, 99 Bishopsgate, London EC2M 3XQ.

THE ROYAL BANK OF CANADA

International Banking

SPOT FX DEALER to £25,000

A European Bank of substantial standing, has instructed us to introduce a spot dealer, to be responsible for trading a major currency. Candidates should ideally be early to mid-twenties with a good trading background in an active environment.

ASSISTANT ACCOUNT OFFICER to £19,000

A highly respected European Bank, in the world's top 80, requires a further person to assist in its U.K. Corporate Marketing effort.

ACCOUNT OFFICER c.£25,000

We are retained by a leading North American Bank, who are committed to development of a U.K. Corporate Lending base. The successful candidate, likely to be aged 32 to 37, will have current experience in lending to substantial U.K. Corporates...

SENIOR CREDIT ANALYST £14-18,000

An expanding International Bank currently seeks to augment its Credit Department with 2 analysts, in support of its marketing officers.

01 628 4504

Gordon Brown

Fixed-income Portfolio Manager

We are looking for a highly motivated Fixed-Income Manager. The successful candidate will work within a small friendly team of 5 professionals and be responsible for all aspects of the management of his/her portfolios and servicing of clients.

The Manager will have a high degree of discretion, and will liaise with clients regularly face-to-face; there will,

therefore, be a certain amount of foreign travel. The person we are seeking will be expected to make a high quality contribution to the team's strategic decision process.

The remuneration will be highly competitive, according to experience, and will include the normal benefits in addition to base salary.

Please contact: -

Gordon Johns,

Lazard Securities Limited

21, Moorfields, London, EC2P 2HT. Telephone: 01-588 2721

Top Executives

Earning over £25,000 a year

Can you afford to waste over £2,000 a month in delay? Minister Executive specialists in solving the career problems of top executives. The Minister programme, tailored to your individual needs and managed by two or more partners, is your most effective route to those better offers, 75% of which are never advertised.

Our clients have an impressive record of success; many blue chip companies retain our services in the reemployment of their top people.

Telephone or write for a preliminary discussion without obligation - or cost. MINISTER EXECUTIVE LTD 28 Bolton, Street, London W1Y 8HB. Tel: 01-493 1309/1085

CORPORATE MARKETING: BANKING SERVICES LONDON

Irving Trust Company, a major US bank with significant international activities, serves multinational corporations, banks, governments and their agencies worldwide.

Trade Finance Officer You will be a member of the Trade Finance team, responsible for marketing and structuring trade finance facilities. A graduate or professionally qualified, you must have significant short-term trade finance experience and an understanding of medium and long-term financing techniques.

Credit Analyst As a member of the marketing activity, your responsibilities will include preparing detailed credit reviews and ongoing assessments of the corporate and financial institutions' loan portfolio and new business.

Competitive salaries will be offered and appropriate benefits provided. Excellent prospects for career development exist in an expanding organisation which enjoys an excellent reputation in the international financial community.

Please send a detailed cv in strict confidence, to Andrea J. Williams, Personnel Manager, Irving Trust Company, 36/38 Cornhill, London EC3V 3NT.

Irving Trust

SENIOR CREDIT ANALYST

The London branch of a major International bank is looking for a Senior Analyst at Assistant Manager level. Responsibilities will include the preparation of credit applications, monitoring of the Bank's loan portfolio, liaison with Head Office Credit Department and staff development and training.

Interested candidates should ideally be in their late 20s/early 30s with a proven credit background gained through a US bank.

Envisaged salary will be between £14,000-£17,000 p.a. + usual banking benefits.

Applicants should send a detailed Curriculum Vitae To Box A0268, Financial Times, 10, Cannon Street, London, EC4P 4BY.

FIRST EQUITY

THE INTER-DEALER BROKER IN ORDINARY SHARES

A career in the new equity market Dealers and Settlement Staff

First Equity will operate as an Inter-Dealer Broker in the restructured Equity Market, acting as an intermediary for the major Market Makers through its screen based dealing system.

Please write to:

Paul Henry

FIRST EQUITY LIMITED Salisbury House, London Wall London EC2M 5QQ

FIRST EQUITY

TREASURY MANAGEMENT PROFESSIONALS

Grow with the National & Provincial

With 336 branches countrywide and assets in excess of £5,000 million, the National & Provincial is one of Britain's largest building societies.

Looking forward to the challenge of rapidly changing markets, we are expanding our range of services and we are now looking for talented and ambitious men or women to join us in Bradford. You would be joining a team which intends to become a leader in Treasury in the industry.

Responsibilities would include daily management of Bills and other negotiable instruments together with contributing to new initiatives in wholesale financing and liquidity management.

Aged 25-35, you must demonstrate the aptitude and personality to move up swiftly within the Society. Experience should ideally include Government Securities,

Certificates of Deposit, Bills and other money market investments.

Appointments may be made at both Assistant and Senior Assistant Treasury Manager level, and prospects for career development are excellent.

In return for your expertise and commitment, we offer a generous salary package which includes concessional mortgage facilities, BUPA membership and other benefits associated with a large and successful organisation.

Relocation assistance will be provided where appropriate.

Please apply in writing with detailed C.V. including current salary to: Terry Carroll, General Manager (Finance), National and Provincial Building Society, Provincial House, Bradford, West Yorkshire, BD1 1AL.

National & Provincial

ACCOUNT MANAGER

Corporate Banking

Crédit Lyonnais has established in London a respected reputation for its professional and responsive approach to a diverse corporate client portfolio.

Our success in this area gives the opportunity to recruit a further Account Manager who will meet the needs of existing UK clients as well as develop new relationships through a demanding calling programme.

You will ideally be educated to degree level and possess a thorough appreciation of credit analysis and risk assessment. Your background in corporate lending will include dealing with

medium and large corporate clients, and the personal qualities necessary for success in this field will be evident. A working knowledge of French would be an asset. It is unlikely that you will have the combination of skills and experience we regard as important if you are under 28.

You will be entrusted with a high level of personal responsibility for your clients, and will be expected to achieve results against individual and group targets. There are opportunities for career progression within the UK and possibly at a later stage elsewhere in the Group.

Our overall remuneration terms are competitive and if you wish to broaden your career within a stimulating environment then please write, describing how your experience meets our requirements, to:

Alan Beazley, Personnel Manager,
Crédit Lyonnais, PO Box 81,
84-94 Queen Victoria Street, London EC4P 4LX.



CREDIT LYONNAIS

SIDNEY LONDON HONG KONG

Jonathan Wren

INVESTMENT MANAGEMENT INTERNATIONAL PRIVATE CLIENTS PORTFOLIOS

Our client, a leading international bank, are seeking to appoint an additional PORTFOLIO MANAGER. This is an excellent opportunity for the right candidate to join a successful, growing team which provides an international investment service to high net worth individuals from its base in the West End of London.

The ideal candidate will have experience in managing personal portfolios, or internationally orientated investment funds, and the personal attributes expected of a Manager who will deal regularly with the higher bracket clientele.

An attractive remuneration package is offered (according to experience) with an impressive range of fringe benefits.

Applications in writing, with accompanying C.V. should be sent to:

Trevor Williams Quoting Ref: 4572/94

Jonathan Wren
Recruitment Consultants
170 Bishopsgate, London EC2M 4LX. Tel: 01-6231266

SENIOR FINANCIAL ANALYSTS

International industrial or banks
Competitive salary

Unique professional opportunity to join Europe's only full-service international securities rating agency. EuroRatings Limited is a full service, investor-orientated research firm. Attractive applicants will be literate and numerate, proficient in personal computers, have university degree plus fluency in one continental European language.

Send CV and recent salary history to:
EuroRatings Limited
6 John Street
London WC1N 2BS

THE UNIVERSITY OF MANCHESTER
MANCHESTER BUSINESS SCHOOL
FELLOWSHIP/SENIOR FELLOWSHIP

Applications are invited for the above posts from suitably qualified candidates. Further particulars and application forms (returnable by October 10th) from the Director, The University, Manchester M13 9PL. Quote Ref: 217/86/FP. Salary for Senior Fellowship £14,000 to £12,700 p.a. or £12,200 to £11,700 p.a. The appointment is initially for a period of four years.

UK Banking

Corporate Business Managers

Up to £30,000

We invite applications for several key positions at manager level within a major European bank which has a long established presence in the UK. The Bank has a reputation for innovative financing techniques, and having restructured its activities in line with market developments, is now embarking on an aggressive expansion programme. It therefore seeks several corporate business managers who will have responsibility for identifying potential clients and marketing both to them and to the existing client base, a comprehensive range of services including debt, liquidity, interest rate and currency management.

The successful candidates, probably aged 25-33, will currently be involved in marketing to medium and large corporate clients at a senior level and should ideally have 3-5 years' banking experience in this sector. Strong credit appraisal and interpersonal skills are required, together with a broad knowledge of the latest banking products and an ability to make an early contribution to the Bank's expansion programme.

An attractive salary package is offered including profit-sharing and the usual bank benefits. Promotion prospects are excellent.

Those interested should contact Fiona Collins on 01-404 5751 or write to her enclosing a CV, at 39-41 Parker Street, London WC2E 6JH, quoting reference 3673.



Michael Page City
International Recruitment Consultants - London Brussels New York Paris Sydney
A member of Addison Consultancy Group PLC

MARKETING CREDIT FACILITIES

With inbuilt promotion to reward success

Our clients, a European Bank of excellent repute, are currently enjoying (and we use the word advisedly) a period of tremendous growth; they intend to continue the impetus by appointing to their Banking Division a further senior level business-getter who will also be a business doer! You will be entrepreneurial, hardworking and fully committed, marketing orientated but technically competent; a financial engineer yet extrovert; well turned out and able to convey, immediately, a confident and mature image. That's quite a lot to ask of people in their early to mid thirties (or even younger) and in return our clients will naturally offer a most attractive salary/benefits package. But there is much more - unless they are confident that you can develop at the same speed as the Bank, you are unlikely to be of interest. Career advancement is therefore unquestionable.

To talk about this opportunity or to arrange an exploratory meeting in our City offices, please ring Malcolm Lawson on 01-493 5788 during the working day or 0444-73216 in the evening. Alternatively, send us your full career details.

13/14 Hanover Street, London W1R 9HG.
Link City Search & Selection Ltd.

Management Personnel

Business Development £25,000
Growing division of a merchant bank seeks an additional person to assist in the creation of new business opportunities in North America. This is a challenging role and offers excellent career development. The successful candidate will be involved with a wide variety of products, to include; property finance, asset based lending and interest rate swaps. Ref: SNO264

Analyst, Capital Markets £20,000
Challenging position for a high calibre graduate with 3-5 years exposure to the financial markets. The position will involve project work to assist the development of the capital markets group in London as well as the analysis of potentially interesting bond and note issues. High profile position in an exciting environment. Ref: SNO263

Corporate Credit Analyst £17,000
Wide ranging role within expanding UK merchant bank. The successful candidate will be backing up a team marketing capital markets products to a broad range of UK corporates. This is a demanding position and will appeal to ambitious candidates wishing to develop their credit experience within a fast moving environment. Ref: SNO262

Settlements £16,500
Major North American bank, ready to meet the challenge of the 'Big Bang' wishes to appoint a self-starter experienced in UK and overseas equities settlements. As part of an expanding department candidates with a suitable stock-broking/banking background will be offered excellent career development prospects. Ref: SNO265

Telephone: 01-258 5041 (out of hours 0306 880012)

10 Finsbury Square, LONDON EC2A 1AD.

STERLING T. BILL/C/D TRADERS

SAL: £25-35,000
Prestigious UK Stockbroker is seeking to expand its activities in the Sterling money markets. Candidates should have a minimum of 2 years' experience trading cash money market instruments gained in an international Banking environment. Considerable autonomy will be given to develop a profitable trading operation.

FOREIGN EXCHANGE DEALER

SAL: £25-35,000
A major international trading bank requires a Foreign Exchange Dealer with at least 3 years' experience of forward Foreign Exchange and currency hedging techniques.

SETTLEMENTS MANAGER

SAL: UP TO £30,000
US Investment Bank intending to establish a UK Stock Exchange division requires a highly motivated individual with several years' experience.

BRUNEL BANKING

Project Finance

While continuing our major involvement in oil and gas engineering and project management we are in the process of diversifying into a wide range of other activities and projects in international markets.

We now require an experienced and enthusiastic executive with a proven record in the field of procuring finance for such projects on an international scale who has the flair and imagination to find unique solutions in particular cases.

An excellent salary and benefits package, including Company car and non-contributory pension is offered for this exceptional and challenging opportunity.

Please write with full career details to: The Senior Personnel Manager, Brown & Root (UK) Limited, 125 High Street, Colliers Wood, London SW19 2JR.



COMPUTING

NON EXECUTIVE DIRECTOR

A major UK Group with a developing engineering computing subsidiary wishing to expand organically and by acquisition in its field and also in engineering systems wishes to recruit a Non-Executive Director.

Ideally the candidate will have first hand, up to date and wide experience in this field, combined with good contacts in the industry and with a record of guiding and developing a similar type of business.

A detailed account of applicants' experience in relation to the above specification is required.

The position would carry a good fee and status.

Please reply to Box A0254, Financial Times, 10 Cannon Street, London, EC4P 4BY.

Appointments Wanted

INTERNATIONAL MARKETING
Negotiator (57) with wide market knowledge of Eastern countries, of India, Pakistan, Kuwait, Formosa and Spanish speaking countries, with active connections to business partners in industrial goods sector seeks a new challenge.
Fluent (spoken and written) in German, English, French, Spanish
Willing to travel
Please contact:
Dr Roger Blüher, PO Box 8008
CH-8023 Zürich

LICENSED DEALER
seeks experienced
EQUITIES SALES STAFF
to handle operation dealing in listed UK Securities
Basic salary plus commission
With large potential gross
Please reply in strictest confidence to Box A0255, Financial Times, 10 Cannon St, London EC4P 4BY

CONTINENTAL EUROPEAN ANALYST CITY

One of the UK's leading unit trust groups wish to recruit an Investment Analyst to cover the Continental European markets and assist with the management of substantial funds in these markets.

You will be a graduate with about two years' experience preferably with some knowledge of Continental Markets. Ability to speak French or German would be an advantage.

A competitive salary plus benefits is offered together with good prospects to manage your own funds.

Write to Box No A0271, Financial Times, 10 Cannon Street, London EC4P 4BY.

THE DIRECT LINE TO YOUR NEW CAREER

There's a career waiting for you...
EMPLOYER: Don't miss this opportunity...
CAREER OPPORTUNITY: Don't miss this opportunity...
Call Peter Fletcher on 01-434 0511

MIKE POPE AND DAVID PATTEN PARTNERSHIP

Bank Recruitment Consultants
Chief Dealers (2 positions) to £45,000
Sole Dealers (2 positions) to £35,000
Senior Credit Analysts to £20,000
Zaragoza Accounts to £17,000
Burdens Settlements to £15,000
Advances Officers A.C. to £11,000
Junior Credit Analyst to £11,000

PLEASE PHONE MIKE POPE OR CHRIS WINGFIELD 01-247 8314
Bank Chambers, 2nd Floor
214 Bishopsgate, London EC2

THE UNIVERSITY OF MANCHESTER

Applications are invited for the above posts from suitably qualified candidates. Further particulars and application forms (returnable by October 10th) from the Director, The University, Manchester M13 9PL. Quote Ref: 217/86/FP. Salary for Senior Fellowship £14,000 to £12,700 p.a. or £12,200 to £11,700 p.a. The appointment is initially for a period of four years.

TRAINEE BROKER
Due to expansion, I am looking for 2 VERY AMBITIOUS PEOPLE. They must be aged 25-35 to work within leading West End brokerage. Earning above average income while training, rising steeply.
CALL TOM HORAN ON 01-428 1218

NEWLY-QUALIFIED ACCOUNTANCY APPOINTMENTS

The Financial Times has arranged with the Institute of Chartered Accountants to publish a list of those candidates who were successful in the recent Part II examinations. We propose to publish the list in our issue of Thursday, September 25, which will also contain several pages of advertisements under the heading of "Newly Qualified Accountancy Appointments." The advertising rate will be £41.00 per single column centimetre. Special positions are available by arrangement at premium rates of £49.00 per cc.

Newly qualified Chartered Accountants are never easy to recruit—do not miss this opportunity! We will also be including in this feature a

Guide to Recruitment Consultants

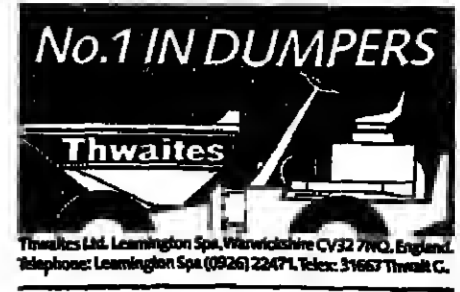
and entries in the Guide will be charged at £60.00 which will include company name, address and telephone number.

For further details, please telephone:
Louise Hunter on 01-248 4864
Jane Liveridge on 01-248 5205
or Daniel Berry on 01-248 4782

FINANCIAL TIMES
Europe's Business Newspaper

MANAGING DIRECTOR

£25,000 - £30,000 With Car and Benefits
This is an ideal opportunity to start at the top with an established UK name in specialist Electronics manufacturing - with international marketing activities.
As the new Managing Director at one of the Group's most important subsidiaries in the Kent/London area, your organisational, marketing and manufacturing expertise will be vital to the continuing growth of this autonomous profit centre. For the right person between 35 to 45 years of age, this is a challenging position with a company which is now seeking further successful growth from new product development - with performance-linked bonuses in prospect. In your new capacity, you will report directly to the Group at Board level.
Applicants are invited to submit their CV in confidence to Mr N. James: Box A0296, Financial Times, 10 Cannon Street, London, EC4P 4BY



US BROADCASTING GROUP MAY BE BOUGHT FOR \$2.7BN

Management in bid for Viacom

BY WILLIAM HALL IN NEW YORK

VIACOM International, the US broadcasting and cable TV group which has been the subject of persistent takeover speculation, yesterday announced plans to go private through a management buy-out valued at \$2.7bn.

MR JOE ALLERBRITTON, the wealthy Texas banker and businessman, and a group of big US institutional investors, are planning to invest up to \$1bn in post-war affiliated US television stations.

Mr Allerbrinton, whose interests include Regis National Bank in Washington and a string of newspapers and television stations, said that Allen, a newly established subsidiary, and a group of institutional investors have

operating earnings in the first half of 1986 were 62 per cent ahead at \$56.4m. However, the combination of sharply higher interest charges and a \$60m after tax charge associated with the purchase of the loan stake led to a loss of \$14m at the net level for the six months.

Kebo wins majority control of Calmar

By Kevin Done in Stockholm

KEBO, a Swedish laboratory products group controlled by Investment AB Beijer, the Swedish investment company, has acquired majority control of Calmar, US producer of liquid dispensers for chemicals and pharmaceuticals.

Renault lowers yearly loss estimate to FFr 4bn

BY PAUL BETTS IN PARIS

RENAULT, the French state car group, expects to report consolidated losses of about FFr 4bn-FFr 4.5bn (500m) this year compared with a loss of FFr 10.9bn last year and a record deficit of FFr 12.5bn the year before.

has managed to halt the continuing rise in its debt level. Debt service charges will cost Renault about FFr 6bn this year. However, the company expects its operations to make an overall operating profit of between FFr 1.5bn-FFr 2bn this year.

workforce at the same time as a pick-up in car production. Production after falling between 1984 and 1985 has been rising again. Between 1984 and 1985 the workforce declined by 6.5 per cent while production fell by 8.5 per cent whereas production will rise by 15 per cent in 1985-86 while the workforce will continue to fall by about 8 per cent.

Troubled US bank to close Danish division

By Hilary Barnes in Copenhagen

BANKAMERICA is closing its Danish subsidiary with a staff of 38 and a balance sheet of under Dkr 500m (\$64.5m).

Euro issue for Austrian bank

BY PATRICK BLUM IN VIENNA

CREDITANSTALT Bankverein, Austria's largest bank, is planning to raise between \$150m and \$200m on the Euromarkets as part of moves to increase its capital, a bank official said yesterday.

to internal financing these moves would raise the bank's capital to 2.5 per cent of its balance sheet by the end of this year, compared with only 2.6 per cent at the end of 1985.

Under a new law, all Austrian banks have to raise their capital ratio to 4 per cent of their balance sheet by the end of 1991 and to 4.5 per cent within the following five years.

W. German bank joins Italian business plan

BY ALAN FRIEDMAN IN MILAN

A GROUP of Italian banks and companies including the Fiat group are joining West Germany's Dresdner Bank to form a new financial institution designed to take equity stakes in and restructure small businesses in the north of Italy.

Cometa, which plans to concentrate on developing and financing small businesses in the northern Italian regions of Veneto, Friuli, Lombardy, Piedmont and Emilia Romagna, is calling itself a "merchant bank," but the term merchant bank tends to be used liberally in Italy.

Cometa said yesterday it will soon increase its paid-in capital substantially. Italy has very few such institutions, specifically geared toward financing small businesses, and the concept of venture capital in Italy is virtually non-existent.

Profits surge by 77% in half at Montefibre

By Our Milan Correspondent

MONTEFIBRE, the man-made fibres subsidiary of Italy's Montedison group, yesterday announced a 77 per cent jump in consolidated net profit for the first half of this year.

Montefibre's improvement was struck on sales of L151bn, down by three per cent on the equivalent period. The main factor contributing to the upturn this year was significantly reduced energy costs, especially so most of the artificial fibres are derived from petroleum products.

Triumph-Adler chief to step down

BY JONATHAN CARR IN FRANKFURT

MR WOLFRAM NADEBUSCH is to step down shortly as chief executive of Triumph-Adler (TA), the West German office equipment company which Olivetti has taken over from Volkswagen.

Mr Nadebusch, 47, took over the top job at TA only two years ago after previously heading Volkswagen's operations in Nigeria. He will now take on a new, as yet unspecified, role in the VW group.

However, it had been widely expected that in the wake of the Olivetti takeover there would be a change at the top of TA with Mr Taino, 54, the probable new chief.

Lesieur earnings improve sharply

BY OUR PARIS STAFF

LESIEUR, the French edible oil and foods group, yesterday reported a sharp 70 per cent improvement in first-half earnings to FFr 54m (\$6.1m) compared with the same period last year.

hold products sector, its foods business and its Koipe Spanish subsidiary. The improvement was also due to the recovery in the group's French fats business following heavy restructuring.

FFr 148m or 36 per cent higher than in the first half of last year. Sales, however, declined by 20 per cent in the first six months of this year to FFr 5.9bn. The decline in the value of sales reflected the fall in commodity prices but was not significant in terms of the economic performance of the group in the latest six-month period.

Computer sector shake-out 'to continue'

BY DAVID THOMAS IN LONDON

A CONTINUING shake-out among computer companies can be expected, according to Mr Joe Henson, president and chief executive of Prime Computer, the US computer maker.

computer industry growth marked a new phase, with the industry more vulnerable to economic cycles. "An industry which has largely in the past been impervious to macro-economic spending is no longer so."

transformed by other trends which were likely to intensify, Mr Henson argued. These included: A dramatic reduction in product life cycles, which now lasted 6 to 8 quarters, half the time of the beginning of the 1980s.

now available to individual workers because of the huge improvements in chip technology. A blurring of traditional boundaries. This applied both to equipment, with a blurring between mainframes and minicomputers, and to users, with a blurring between word processing and text publishing.

Most investment banks believe in carefully timing new issues. Some even practise it.

NOTICE OF ADJUSTMENT OF WARRANT PRICE. RICOH COMPANY, LTD. (Kabushiki Kaisha Ricoh) (Incorporated with limited liability under the Commercial Code of Japan) US\$100,000,000 6% per cent. Bonds 1990 with Warrants to subscribe for Shares

The Loans Lending Society £200,000,000 Floating Rate Notes 1996 Interest Rate 10 7/8% per annum Interest Period 16th September 1986 to 16th December 1986

UBS Capital Markets Group Investment banking on a worldwide scale Zurich, London, New York, Tokyo, Singapore, Frankfurt, Toronto.



NOVA

Report for the Six Months Ended June 30, 1986

CONDENSED CONSOLIDATED BALANCE SHEET
(unaudited except for December 31, 1985;
thousands of Canadian dollars)

Table with columns: June 30 1986, June 30 1985, Dec. 31 1985. Rows include Assets (Current assets, Long term investments, Plant, property and equipment, Other assets), Liabilities (Current liabilities, Long term debt, Deferred income taxes, Deferred gain, Minority interest), Shareholders' equity (Preferred shareholders, Common shareholders).

CONDENSED CONSOLIDATED STATEMENT OF INCOME
(unaudited except for December 31, 1985;
thousands of Canadian dollars except for share data)

Table with columns: Six Months Ended June 30, Year Ended Dec. 31. Rows include Operating revenue, Net operating income, Allowances for funds used, Other income, Interest expense, Income before income taxes, minority interest and extraordinary items, Income taxes, Minority interest, Income before extraordinary items, Extraordinary items, Net income (loss), Earnings (loss) per common share.

NOVA, AN ALBERTA CORPORATION is a major Canadian energy company headquartered in Calgary, Alberta.

The Company was created in 1954 to build, own and operate a province-wide natural gas transportation system. In recent years, NOVA has expanded its business base through development of additional energy-related activities.

Current areas of activity comprise gas transportation and marketing, petroleum, petrochemicals, manufacturing, consulting and research. Although most operations are located in Canada, products and services are marketed worldwide.

NOVA is a public, shareholder-owned company trading on the Toronto, Montreal and Alberta stock exchanges. Total consolidated assets exceed \$6 billion, and the NOVA companies employ about 7,800 people.

Our annual and interim reports, as well as other corporate literature, may be obtained by writing to the head office address below. Financial reports are also available from the Company's Paying Agent: Bank of Montreal, 9 Queen Victoria Street, London, England EC4N 4XN.

NOVA, AN ALBERTA CORPORATION PO Box 2535, Stn M, Calgary, Alberta, Canada T2P 2N6

INTL. COMPANIES and FINANCE

SWISS GROUP PAYS \$110M FOR IDEAL BASIC INDUSTRIES

Holderbank buys into US cement

BY WILLIAM HALL IN NEW YORK

HOLDERBANK Financiere Glaris, the Swiss-based international cement group, is paying \$110m to gain control of Ideal Basic Industries, the third biggest US cement producer. Ideal has been facing serious financial problems after an ill-timed expansion plan. The takeover is the latest evidence of the European invasion of the US building materials industry.

Swiss group will buy 67 per cent of Ideal Basic Industries as part of a restructuring plan between the company and its bankers which are owed \$30m. The company had disclosed at the end of July that its lenders would receive newly issued shares representing 71 per cent of its outstanding stock and that a portion of the lenders' stock, constituting 67 per cent of the outstanding shares, would be purchased by an unaffiliated third party for not less than \$110m. The Denver-based cement com-

pany, which operates 10 plants mainly in the south and western parts of the US, said negotiations on the transaction had been substantially completed. Holderbank is one of the world's biggest cement manufacturers with annual revenues of over \$2bn. It already has a large presence in North America through its affiliates St Lawrence Cement of Montreal and Dundee Cement of Michigan.

Ideal Basic has been facing serious financial problems for several years since it embarked on a major expansion programme on the assumption that cement prices would collapse in oil prices, cement prices fell sharply and US cement manufacturers have also been hurt by competition from imports. Last year Ideal Basic, which has an annual capacity of about 8m tons of cement, lost \$513m on sales of \$293m. The company defaulted on its borrowings from a group of major banks led by Mellon Bank, Chase Manhattan Bank, Canada Imperial Bank of Commerce and Morgan Guaranty. Mr Bronson, who was brought in earlier this year to save the company from bankruptcy, said that several companies had shown interest in buying Ideal Basic.

Kugelfischer issue to raise DM 217m

By Our Financial Staff

KUGELFISCHER, the West German bearings maker which last year floated nearly half its ordinary shares on the stock market, plans a one-for-six rights issue of preference shares at DM 350 (\$170) each to raise DM 217m (\$104m). The financing involves the issue of 550,000 new preference shares. The group also plans to sell 70,000 preference shares to employees. Together, the two share offers will raise Kugelfischer's nominal capital by DM 31m to DM 199m.

Kugelfischer said holders of the new preference shares will be entitled to half the 1986 dividend. The preference shares pay a minimum dividend of DM 2 per share and a premium of DM 1 over the dividend paid on ordinary shares.

Reebok agrees to expand shoe interests

BY DAVID MARSH IN PARIS

REEBOK International, the US athletic footwear and clothing group in which Fenland Industries of the UK has a 37 per cent stake, has reached agreement in principle to buy The Rockport Company, a Massachusetts footwear producer, for \$118.5m cash. The move is an attempt by Reebok to capitalise on expected growth prospects in walking shoes, described by Mr Paul Freeman, president and chief executive, as "a new growth category."

CCF restructures in time for planned sell-off

BY DAVID MARSH IN PARIS

CREDIT COMMERCIAL de France (CCF), the state owned French bank and one of the leading candidates for early denationalisation under the Government's asset sales programme, has announced a reorganisation of its management structure. The aim is to set up two big departments dealing with mainstream banking and financial activities to help the bank adapt to the new demands posed by financial deregulation in France and abroad. Mr Michel Fabre, the managing director, has been appointed to head the two departments, which

will be under the control of Mr Charles de Cruisset on the banking side and Mr René de la Serre for financial matters. CCF says the new structure is based on an Anglo-Saxon model. The bank hopes to create an integrated approach to co-ordinate increasingly inter-related activities in both classical banking and on financial markets. It has thus decided to abandon the traditional style of French banks which separate international and domestic activities into specific departments.

GE sells subsidiary

General Electric, the US industrial and consumer products group, has agreed to sell its subsidiary, North American Company for Life and Health Insurance, to a group of investors headed by Mr Harold Geffen, former chairman of IIT. The terms of the transaction were not disclosed. General Electric acquired Chicago-based North American with the acquisition of RCA in June. The sale is expected to be completed by the end of the year.

Bermuda bank

The Bank of Bermuda, the largest of the British colony's three domestic banks, has announced record profits of \$20.2m for the year to June 30 1986.

US-Japan venture

London, the oil unit of Du Pont of the US, and Nippon Mining of Japan plan a \$135m joint exploration venture of selected Conoco acreage in the US and the Gulf of Mexico.

HESSISCHE LANDESBANK-GIROZENTRALE. US\$100,000,000 Floating Rate Notes due 1996 (Coupon No. 1)

NATIONAL BANK OF HUNGARY. US\$200,000,000 Floating Rate Notes due 2000 (Coupon No. 3)

THE LONG-TERM CREDIT BANK OF JAPAN LTD., LONDON BRANCH. Reference Agent: THE LONG-TERM CREDIT BANK OF JAPAN LTD., LONDON BRANCH

U.S. \$270,000,000 BANQUE FRANCAISE DU COMMERCE EXTERIEUR. Guaranteed Floating Rate Notes Due 1996

NOTICE OF INTEREST RATE. To the Holders of International Bank for Reconstruction and Development United States Dollar Floating Rate Notes of 1985

NOTICE OF PREPAYMENT. The Bank of Tokyo, Ltd. (Incorporated with limited liability in Japan)

U.S. \$3,000,000 Callable Negotiable Floating Rate Dollar Certificates of Deposit due 30th October, 1987 (Series RV)

Reference Agent: THE LONG-TERM CREDIT BANK OF JAPAN LTD., LONDON BRANCH

These securities have been sold outside the United States of America and Japan. This announcement appears as a matter of record only.

NEW ISSUE 16th September, 1986



FUJITA CORPORATION

(Fujita Kogyo Kabushiki Kaisha) U.S. \$70,000,000 3 1/2 per cent. Guaranteed Bonds due 1991 (Series 2) unconditionally and irrevocably guaranteed as to payment of principal and interest by The Mitsui Bank, Limited (Kabushiki Kaisha Mitsui Ginko) with Warrants (Series 2) to subscribe for shares of Common Stock of Fujita Corporation Issue Price 100 per cent.

- Nomura International Limited, Mitsui Finance International Limited, Banque Paribas Capital Markets Limited, Bayerische Landesbank Girozentrale, Citicorp Investment Bank Limited, Credit Suisse First Boston Limited, Deutsche Bank Capital Markets Limited, Lloyds Merchant Bank Limited, Morgan Grenfell & Co. Limited, Morgan Stanley International, New Japan Securities Europe Limited, Swiss Bank Corporation International, Tokai International Limited, Daiwa Europe Limited, KOKUSAI Europe Limited, Mitsui Trust International Limited, Sanwa International Limited

All of these securities have been sold. This announcement appears as a matter of record only.



FIRST REPUBLIC BANCORP INC. 800,000 Shares Common Stock

- L. F. ROTHSCHILD, UNTERBERG, TOWBIN, INC., THE ENGLISH TRUST COMPANY LIMITED, ALEX. BROWN & SONS, DONALDSON, LUFKIN & JENRETTE, DREXEL BURNHAM LAMBERT, HAMBRECHT & QUIST, E. F. HUTTON & COMPANY INC., PAINWEBBER, ADVEST, INC., BATEMAN ECHLER, HILL, RICHARDS, CROWELL, WEEDON & CO., MORGAN, OLMSTEAD, KENNEDY & GARDNER, ANDERSON & STRUDWICK, BAER & COMPANY, COLEMAN & COMPANY, HAAS SECURITIES CORPORATION, HAMERSHLAG, KEMPNER & CO., HICKEY, KOBER INCORPORATED, KITCAT, AITKEN & SAFRAN, MCKEON & TIMMINS, PRICE, RAFFEL, BROWNE, SOLL & ROWE, ROSENKRANTZ LYON & ROSS, SILBERBERG, ROSENTHAL & CO.

Christiania Bank og Kreditkasse (Incorporated in the Kingdom of Norway with limited liability) U.S. \$100,000,000 Floating Rate Notes Due 1989

Fuqua Overseas Finance N.V. U.S. \$50,000,000 Guaranteed Floating Rate Notes due 1987

INTL. COMPANIES and FINANCE

Liquidator grants Triomf six-week reprieve on plant

BY JIM JONES IN JOHANNESBURG

TRIOMF FERTILISER has been given a six-week reprieve by the liquidators of its 400,000 tons a year phosphoric acid and granulated diammonium phosphate (DAP) plant, which was due to close mid-September. The extension of operations is designed to allow negotiations to be concluded with prospective buyers of the plant.

The Richards Bay plant was placed in provisional liquidation in July after management and Nedbank Triomf's principal creditor decided that losses were unlikely to be reversed. Losses totalled R54.7m (\$23.5m) in the 11 months to end-May and the plant had a negative working capital of

R47m in July. The company laid off 400 of the 650 employees at Richards Bay and operated the plant at reduced capacity. The plant had been returned to full capacity operation in March this year after operating below capacity for over a year in response to poor world demand for phosphate fertilisers. According to Mr David Reunie, the liquidator, the plant has been generating a positive cash flow as it has not been servicing debt during the provisional liquidation period. All of the production planned until October 31 has been sold.

Restructuring of Triomf Fertiliser's finances in July in-

volved conversion into equity of about one third of the company's R250m debt to Nedbank. As a result Nedbank owns 75.1 per cent of Triomf Fertiliser's shares, though it wants to reduce the holding to less than 50 per cent to avoid consolidating Triomf in its accounts.

Neither Nedbank nor the liquidators will disclose the identities of the prospective buyers, though in July Dr Chris Sima, South Africa's Director General of Finance, said that a foreign buyer would be allowed to acquire the plant with financial funds which are currently worth just over US\$0.22.

Overseas operations help boost TNT profits

By Our Financial Staff

TNT, the Sydney-based international transport and forwarding group, has announced a 40 per cent increase in net profits to A\$106m (US\$66.25m) for the year ended June 30, against A\$75.6m in the previous financial year. The increase was to 32.2 cents from 26.1 cents a share.

Sales during the year rose almost 25 per cent to A\$2.82bn from A\$2.26bn before revenue from associate companies. Equally accounted revenues were A\$2.67bn against A\$2.08bn.

Sir Peter Abeles, chairman, said there had been strong growth in 1985/86 from the US, Brazil, the UK and continental Europe. The company said that TNT road freight operations in Britain—where the company ran into sharp trade union criticism when it undertook to distribute newspapers printed at Mr Rupert Murdoch's Wapping plant—had been "one of the star performers."

TNT (previously called Thomas Nationwide Transport) saw a decline in profits during the second half year to A\$50m from A\$55m a year previously as a result of losses in New Zealand and on North Atlantic shipping operations. However, Sir Peter said that the impact of the shipping downturn had not affected performance during the first quarter of the new financial year.

The chairman said TNT was beginning to benefit from the global spread of its businesses and increasing interconnection of its activities in different countries.

This announcement appears as a matter of record only. These Securities have not been registered under the United States Securities Act of 1933 and may not, as part of the distribution, be offered, sold or delivered, directly or indirectly, in the United States or to United States persons.

New Issue / September, 1986

£100,000,000



The Royal Bank of Scotland Group plc

Floating Rate Notes Due 2005

representing the second and final tranche of an issue of £200,000,000 Floating Rate Notes Due 2005

Salomon Brothers International Limited Charterhouse Bank Limited

Manila restricts sale of state oil

BY SAMUEL SIBOREN IN MANILA

THE PHILIPPINE Government, headed by President Corason Aquino, has imposed restrictions on the planned sale to private interests of the state-owned Philippine National Oil Company which is divesting its subsidiaries under a long-term privatisation programme.

Under guidelines issued recently by the PNOC board, Petrophil, its largest subsidiary, which refines and markets petroleum products, can only take in a maximum of 40 per cent foreign equity, and in the absence of foreign equity, only up to 65 per cent local private participation.

Furthermore, the foreign equity limit needs to be owned by two or more interests to allow the Government to retain the largest single block of shares at 25 per cent when the privatisation becomes successful.

Petrophil which accounted for \$92m of PNOC revenues of just over \$1bn in 1985, controls 38 per cent of the domestic petroleum market. Its return on equity in 1985 was placed at 10 per cent.

Another large state enterprise, the National Development Company, has also finalised plans to sell 30 companies which it fully owns or controls

with combined assets of \$1.67bn. Close to a hundred firms have already been received by NDC for the companies, which are involved in shipping, banking, manufacturing and services.

Most of them which were owned by close associates of former president Ferdinand Marcos were taken over by the NDC on instructions from Mr Marcos when they became failed businesses.

The enterprises had huge unpaid loans with the state-owned Philippine National Bank and the Development Bank of the Philippines, which later became distressed due to the bad loans.

Second Wah Kwong ship arrested

CHASE MANHATTAN Bank

has arrested a second vessel belonging to Hong Kong's Wah Kwong shipping group, dimming prospects of a compromise which would allow Wah Kwong to proceed with a proposed financial restructuring. Reuter reports from Hong Kong.

Chase has now seized two of three Wah Kwong vessels for which it had extended secured loans of an undisclosed amount. Chase blocked the departure of the Eastern Ranger, a 61,335 deadweight-ton tanker at Jacksonville, Florida, last Monday. Last week, Chase seized the 69,000-dwt Sobodine Venture in New Orleans.

Chase also is a secured creditor of a third Wah Kwong ship, the Nigeria Venture, but both Wah Kwong and Chase have agreed to dispose of that vessel.

The two arrests jeopardise a long-term plan for restructuring Wah Kwong's operations and trimming its debt of more than \$850m. Without the restructuring, bankers close to Wah Kwong have said, the group's survival is unlikely.

A temporary operating plan under which the group had been operating since early this year expired on August 28, when a full-scale restructuring plan was put to the group's 46 bank creditors for approval. So far fewer than half have signed the plan.

Until all agree to it and the restructuring goes into effect, the banks are keeping charter-hire payments from Wah Kwong vessels, leaving the shipping group without a steady flow of income.

sonville, Florida, last Monday. Last week, Chase seized the 69,000-dwt Sobodine Venture in New Orleans.

Chase also is a secured creditor of a third Wah Kwong ship, the Nigeria Venture, but both Wah Kwong and Chase have agreed to dispose of that vessel.

The two arrests jeopardise a long-term plan for restructuring Wah Kwong's operations and trimming its debt of more than \$850m. Without the restructuring, bankers close to Wah Kwong have said, the group's survival is unlikely.

A temporary operating plan under which the group had been operating since early this year expired on August 28, when a full-scale restructuring plan was put to the group's 46 bank creditors for approval. So far fewer than half have signed the plan.

Until all agree to it and the restructuring goes into effect, the banks are keeping charter-hire payments from Wah Kwong vessels, leaving the shipping group without a steady flow of income.

Arab Bank in first-half rise

THE AMMAN-BASED Arab Bank Group has reported 1.6 per cent balance sheet growth for the first half of this year, to a total of \$13.75bn. This represents a 9.1 per cent growth rate for the full year since June 1985, and is viewed with satisfaction by the management given difficult economic circumstances in the Middle East in recent years, writes Rami Kheurt in Amman.

Egyptian bank 35% ahead

BY TONY WALKER IN CAIRO

EGYPTIAN AMERICAN Bank, one of Egypt's larger joint venture banks, returned net profits of \$237.4m (\$12.8m) in 1985, a 35 per cent increase over the previous year. In its annual report EAB states that it successfully attained 1985 growth targets.

Total balance sheet footings grew by 47 per cent in 1985 to E£782.9m. Client deposits increased by 39 per cent

EAB, 51 per cent owned by Bank of Alexandria, the large Egyptian public sector bank, in partnership with American Express Bank, whose share is 49 per cent, was established in mid-1976.

The annual report said that EAB had "considerably reduced its advances to the trading sector" in response to government directives.

ORIFLAME INTERNATIONAL SA Interim Report

For the 6 months 30th June, 1986

	Unaudited Six months ended 30th June, 1986	Unaudited Six months ended 30th June, 1985	Audited Year ended 31st Dec, 1985
Sales	25,593	15,295	39,356
Operating income	2,273	2,094	5,114
Other income and expenses	1,011	505	921
Share of results of associated companies	(40)	(73)	(149)
Profit before tax	3,244	2,526	5,886
Tax	390	244	446
Profit after tax	2,854	2,282	5,440
Earnings per share	26.5p	21.4p	51.0p
Dividend per share	11.0p	9.5p	24.5p
Cost of dividend (£000)	1,204	1,013	2,613

Copies of the Interim Report for 1986, may be obtained on or after 16th September, 1986 from Morgan Grenfell & Co. Limited, New Issue Department, 21 Austin Friars, London EC2N 2JH and Banque Indosuez, 30 Avenue Schwilke, 2520 Luxembourg.

Oriflame International SA is the holding company of an international group operating in 25 countries. Oriflame's business covers the direct sales of its own brand of cosmetics, the majority of which it formulates and produces; the mail order group Lagonda which is established throughout Scandinavia; and the jewellery chain Guidynd which operates an extensive chain throughout Sweden.

DnC Den norske Creditbank
U.S. \$150,000,000

Floating Rate Capital Notes due March 1991

In accordance with the provisions of the Notes, notice is hereby given that for the six month interest period from September 17, 1986 to March 17, 1987 the Notes will carry an interest rate of 6 1/4% p.a. and the Coupon Amount per U.S.\$10,000 nominal of the Notes will be U.S.\$311.09 and per U.S.\$250,000 nominal of the Notes will be U.S.\$777.25

September 17, 1986, London
By: Citibank N.A. (CSI Dept.), Agent Bank

CITIBANK

MANUFACTURERS HANOVER TRUST COMPANY
US\$200,000,000

Floating Rate Subordinated Capital Notes due 1977

Notice is hereby given that interest for the period 14th April, 1986 to 20th October, 1986 will be US\$1713.45 per US\$50,000 coupon and will be payable on 20th October, 1986 against surrender of Coupon No. 3.

Manufacturers Hanover Limited
Agent Bank

All of these securities having been sold, this announcement appears as a matter of record only.



Burroughs Corporation

- \$700,000,000
- \$200,000,000
- Senior Extendable Notes Due 1996
- \$300,000,000
- 8% Senior Notes Due 1991
- \$200,000,000
- 9 3/4% Senior Sinking Fund Debentures Due 2016

- Shearson Lehman Brothers Inc.
- The First Boston Corporation
- Merrill Lynch Capital Markets
- Morgan Stanley & Co. Incorporated
- Salomon Brothers Inc
- Smith Barney, Harris Upham & Co. Incorporated
- Alex. Brown & Sons Incorporated
- Donaldson, Lufkin & Jenrette Securities Corporation
- Bear, Stearns & Co. Inc.
- The Nikko Securities Co. International, Inc.
- Yamaichi International (America), Inc.

September, 1986

INTERNATIONAL CAPITAL MARKETS and COMPANIES

SROs warned against overlapping

BY ALEXANDER NICOLI

MR ALISTAIR ANNAND, chief executive of the Association of Futures Brokers and Dealers, warned yesterday against overlapping the scope of Britain's new self-regulatory organisations (SROs) for investment markets to overlap with each other.

Mr Paul Hendrick, treasurer of Courtauld Fibres, said there were two situations in which the use of currency options was suitable, and that banks marketing them did not emphasise these aspects enough.

Mr Robert Platt, managing director of fixed-income research at Morgan Stanley, outlined a strategy, called "structured risk-taking," employing options in order to mould portfolio returns. He also described portfolio insurance methods.



Osaka exchange decides date for futures trading

THE OSAKA Stock Exchange decided yesterday to start Japan's first futures trading in stocks on April 6 next year. The 50 stocks to be traded will be announced in the near future, AP-DJ reports from Tokyo.

Three Indian banks to cease UK operations

THREE commercial banks owned by the Indian Government are to cease operations in Britain by the end of the year. Central Bank of India, Punjab National Bank and Union Bank of India are involved in financing Essel Group, some of whose companies are under liquidation.

Eurobond activity remains at low ebb

By Our Euromarkets Correspondent

ANXIETIES about next week's US Treasury financing operations in New York as well as renewed fears over the health of the US banking system kept activity at a low ebb in international bond markets yesterday, with most business again concentrated on non-dollar currencies.

Leigh-Pemberton points to risk of globalisation

BY PETER MONTAGNON, EUROMARKETS CORRESPONDENT

GLOBALISATION of international securities markets has heightened the risk that the failure of one single large securities house could endanger the health of the world financial system as a whole, according to Mr Robin Leigh-Pemberton, Governor of the Bank of England.

Among the consequences of such a failure would be that contracts would be renegotiated and stocks dumped on the market. "These developments alone might well threaten the viability of other intermediaries," he told a private symposium on global equity markets.

whether they are part of a bank group or not. But as securities business becomes more international, the problems of ensuring that capital and liquidity levels are adequate will also require co-ordination between national supervisory bodies.

Postipankki U.S. \$200,000,000,000 7 3/4 per cent. Notes due 16th September, 1993. Includes logos and list of participating banks like Sumitomo Trust International Limited, Bache Securities (UK) Inc., etc.

Mees en Hope in Ecu deal

By Our Euromarkets Correspondent

Merritt Lynch has been appointed dealer for an ECU-denominated certificate of deposit programme by Bank Mees en Hope of Amsterdam, making it the first international house to be appointed to a dealership on such a programme for a Dutch bank.

International borrowing slips in August

BORROWING IN world capital markets slipped to \$22.4bn in August, a drop of \$5.8bn on July and \$7.7bn on the same month of 1985, the Organisation for Economic Co-operation and Development said.

notes facility market continues. New business during August amounted to just \$4.1bn, half the amount for July, reflecting the continued preference among borrowers for raising funds on the corresponding period of 1985, Peter Montagnon reports.

FT INTERNATIONAL BOND SERVICE

Listed are the 200 latest international bonds for which there is an adequate secondary market. Closing prices on September 16

Table with columns for Issuer, Maturity, Coupon, Price, Yield, etc. Includes sections for US QUARTERLIES, BEAR STEARNS Securities House, and CONAORA.

All of these securities having been sold, this advertisement appears as a matter of record only.

10,000,000 Shares

Sears, Roebuck and Co.

Common Shares

(par value \$0.75 per share)

8,500,000 Shares

This portion of the offering is being offered in the United States by the undersigned.

Dean Witter Reynolds Inc.

Goldman, Sachs & Co.

Bear, Stearns & Co. Inc.	The First Boston Corporation	Alex. Brown & Sons <i>Incorporated</i>
Dillon, Read & Co. Inc.	Donaldson, Lufkin & Jenrette <i>Securities Corporation</i>	Drexel Burnham Lambert <i>Incorporated</i>
Hambrecht & Quist <i>Incorporated</i>	Kidder, Peabody & Co. <i>Incorporated</i>	Lazard Freres & Co.
Merrill Lynch Capital Markets	Montgomery Securities.	Morgan Stanley & Co. <i>Incorporated</i>
PaineWebber <i>Incorporated</i>	Prudential-Bache <i>Securities</i>	Robertson, Colman & Stephens
Salomon Brothers Inc	Smith Barney, Harris Upham & Co. <i>Incorporated</i>	Wertheim & Co., Inc.
Advest, Inc.	Allen & Company <i>Incorporated</i>	Arnhold and S. Bleichroeder, Inc.
Robert W. Baird & Co. <i>Incorporated</i>	Bateman Eichler, Hill Richards <i>Incorporated</i>	William Blair & Company
Blunt Ellis & Loewi <i>Incorporated</i>	Boettcher & Company, Inc.	J. C. Bradford & Co. <i>Incorporated</i>
Butcher & Singer Inc.	Cowen & Co.	Dain Bosworth <i>Incorporated</i>
A. G. Edwards & Sons, Inc.	Eppler, Guerin & Turner, Inc.	First Southwest Company
Furman Selz Mager Dietz & Birney <i>Incorporated</i>		Gruntal & Co., Incorporated
Howard, Weil, Labouisse, Friedrichs <i>Incorporated</i>		Interstate Securities Corporation
Janney Montgomery Scott Inc.	Josephthal & Co. <i>Incorporated</i>	Ladenburg, Tholmann & Co. Inc.
Legg Mason Wood Walker <i>Incorporated</i>	McDonald & Company <i>Securities, Inc.</i>	Moseley Securities Corporation
The Ohio Company	Oppenheimer & Co., Inc.	Piper, Jaffray & Hopwood <i>Incorporated</i>
Prescott, Ball & Turben, Inc.		Rauscher Pierce Refsnes, Inc.
The Robinson-Humphrey Company, Inc.	Rotan Mosle Inc.	Stephens Inc.
Stifel, Nicolaus & Company <i>Incorporated</i>	Sutro & Co. <i>Incorporated</i>	Thomson McKinnon Securities Inc.
Tucker, Anthony & R. L. Day, Inc.	Underwood, Neuhaus & Co. <i>Incorporated</i>	Wheat, First Securities, Inc.

1,500,000 Shares

This portion of the offering is being offered outside the United States by the undersigned.

Goldman Sachs International Corp.

Dean Witter Capital Markets-International Ltd.

Algemene Bank Nederland N.V.	Banque Paribas Capital Markets Limited
Daiwa Europe Limited	Deutsche Bank Capital Markets Limited
Dresdner Bank Aktiengesellschaft	Morgan Guaranty Ltd
Morgan Stanley International	Nomura International Limited
Salomon Brothers International Limited	Swiss Bank Corporation International Limited
Union Bank of Switzerland (Securities) Limited	

UK COMPANY NEWS

Strong margins lift Evered

Evered Holdings, the acquisitive industrial holding company which in July failed narrowly to take over McKechnie Brothers, has produced interim pre-tax profits up 68 per cent at £4.2m.

Mr Raschig Abdullah, Evered's chairman, said the results — achieved against a background of generally flat demand — proved that the company was not reliant on takeovers to produce growth.

Turnover was up only about 10 per cent to £45.1m, but earnings per share were up 26 per cent at 9.7p and dividend per share was boosted, after complaints from some institutions, by 40 per cent to 1.75p. Taxation was only 7 per cent, compared with 20 per cent last year.

Margins continued to improve, rising from an average of 7.6 per cent to an average of 19 per cent. Industrial products, the biggest of the four divisions, saw turnover rise from £21.8m to £22.3m, with pre-tax profits up from £1.9m to £2.3m and margins up from 9 per cent to 10.5 per cent.

The loss on the McKechnie stake has been easily overshadowed by the gain on the TI stake which will leave an overall extraordinary profit for the year of about £4m.

Mr Abdullah said that with a balance sheet with net cash of

£20m, and with stronger management, Evered had a firm foundation to grow "another leg or two." It is unlikely however, to make a major acquisition for up to 12 months.

comment

Failing to carry through a takeover bid may not be the worst thing that can happen to the aggressor. Because it did not get hold of McKechnie, Evered's development may now have to be carried out in a more piecemeal way, picking off smaller targets on an agreed basis. The loss of stock-market momentum must be rebuilt before Evered makes another attempt to use its paper on the grand scale. On the other hand, Evered held on to its shares in TI for long enough to pull through the interim dividend as franked income, and will be showing a decent overall return on the various quoted investments that have passed through its hands in the past year. The rights issue that set Evered up for its attempt on TI will effectively now back give the group net cash of £10m, creating plenty of freedom to keep its acquisitive hand in until the next McKechnie. Meanwhile, all-round margin improvement and a very depressed tax charge should keep the ratings treadmill running nicely.

Dew agrees £10.5m merger with Allied Plant

By David Goodhart

George Dew, the civil engineer, building and property developer which in January shrugged off a \$5m bid from Bremner, has reached an agree merger with the Allied Plant Group which values Dew at about £10.5m.

APG is offering 11 of its own shares for every three shares in Dew or alternatively five APG shares and some preference shares for three Dew. Full acceptance of the ordinary share offer will mean APG issuing 27.5m new shares which will be about 50 per cent of the combined group.

Mr Martin Rose, chairman and chief executive of APG, will take the same position in the joint group and will also become chairman of George Dew. Mr Arnold Barcroft, the current chairman and managing director of Dew, will retire to be replaced as managing director by another Dew director Mr G. Gately.

The directors of Dew have accepted for 2.5 per cent of the shares and two other major shareholders — Minister Trust (Dew's financial advisers) and Scottish American Investment — which speak for over 30 per cent have accepted provided no higher offer is received.

London & Edinburgh to take substantial stake in Kellogg

BY LIONEL BARBER

London & Edinburgh Trust, the rapidly growing property company, is to take a substantial equity stake in Kellogg, but will not seek outright control. The plan is to inject LET's financial operations into one company and to give existing Kellogg managers a share in the equity, according to one of the parties involved in the discussions.

It is unclear what, if any, role Mr Nicholas Oppenheim, the financier who launched an unsuccessful bid this year for Aitken Hume, the financial services group, will play in the new group. Mr Oppenheim has a service contract with Kellogg Factors, the main subsidiary, under a plan expected to be unveiled today.

London & Edinburgh will subscribe for new equity in Kellogg, but will not seek outright control. The plan is to inject LET's financial operations into one company and to give existing Kellogg managers a share in the equity, according to one of the parties involved in the discussions.

It is unclear what, if any, role Mr Nicholas Oppenheim, the financier who launched an unsuccessful bid this year for Aitken Hume, the financial services group, will play in the new group. Mr Oppenheim has a service contract with Kellogg Factors, the main subsidiary, under a plan expected to be unveiled today.

DIVIDENDS ANNOUNCED

Abaco	0.15	Nov 7	0.14	0.2	0.14
Brixton Estate	2.5	Nov 1	2.3	—	5.65
CALA	12.5	Nov 1	10.91*	18.5	18.36*
Cons Gels	16	Dec 2	16	24.5	24.5
Croda Int	3	Dec 1	3	—	7
J. Crowther	1	Dec 12	—	—	2
Evered	1.75	Nov 21	1.25	—	3.5
Fisons	2.55	Jan 2	2.16	—	5.5
Hall Eng	4.03	Nov 6	3.56	—	8.37
Island Frases	2.5	Nov 21	2.2	—	6.6
Macro 4	0.75	Nov 14	—	0.75	—
Thomas Marshall	1.25	Nov 1	1.8	—	4
Bernard Matthews Int	1.3	Oct 31	0.94*	—	2.75*
Mecsec	1.1	—	—	—	11.3
Orkney	1.1	Nov 20	0.5	—	24.5
Pittard Grp	1.12	Jan 2	0.96*	—	3.72*
Stewart Wrightson Int	4.2	—	3.15*	—	7.08*
E. T. Sutherland	1.48	Nov 21	1.48	—	3.38
Watnorgs	2	Nov 3	1.7	—	6.5

Stewart Wrightson beats forecasts with £12m

BY NICK BUNKER

Stewart Wrightson Holdings, insurance broker, more than met City expectations and lifted pre-tax profits by 23 per cent to £12.17m in the six months to June 30, 1986.

Current movements meant that earnings were £1m less than they would have been if the dollar had stayed at end-1985 levels, said the company, which has a strong North American underwriting and broking presence. But broking profits worldwide were up 16.3 per cent to £10.6m, and its insurance companies more than doubled pre-tax profits to £1.4m, almost all of its from North America.

The interim dividend is being raised 33 per cent to 2.5p, but the rate of increase "must not be interpreted as signalling the board's intention with regard to the final dividend," said Mr David Rowland, chairman.

Mr Rowland was cautious about second-half prospects, predicting that income-growth may not equal that achieved in the first half "when worldwide brokerage income rose by more than 17 per cent in local currency terms. Sharp rises in premium rates which began in late 1984 and developed in 1985 continued into 1986, but ran up against capacity constraints.

"Capacity dries up rather quickly in certain areas where we specialise," Mr Rowland said. Stewart Wrightson is, with C. T. Bowring, one of the world's biggest aviation insurance brokers, and also specialises in areas such as broking for financial institutions. Mr Rowland said there was now much more capacity in the marine insurance market, but the company was not a big player. However it had benefited from recruitment of staff in the Lloyd's market, and also recently won from Bowring the contract for placing insurance at Lloyd's for TWA, the US airline.

Expenses growth was contained to 13 per cent, reflecting a two per cent cut in UK staffing now running at about 2,100. This reflected reductions in clerical back-office staff due to final implementation of new computer systems, but masked extra recruitment on the broking and business development.

The group registered a £242,000 extraordinary loss from disposal of a US claims handling business.

comment

Stewart Wrightson did well to lift pre-tax profits by 23 per cent at the halfway stage, when the market was looking for only 13 per cent. Some question marks hang over the business, acknowledged by management in cautious forecasts for the whole year. First, big premium increases in markets like aviation cannot continue indefinitely. US property and casualty risks could be headed for a difficult renewal season. Second, the impressive containment of expenses (crucially staff costs) to a 13 per cent first half increase may not be repeated. But seizure of the TWA account is a good omen as is the capture of experienced staff from Lloyd's broking. Projecting full year pre-tax profits of £21.7m (rather less than a doubling up of the half-year figure) leaves a prospective p/e of 14; still exposed.

Evered Holdings plc

INTERIM REPORT
HALF YEAR TO 30 JUNE 1986

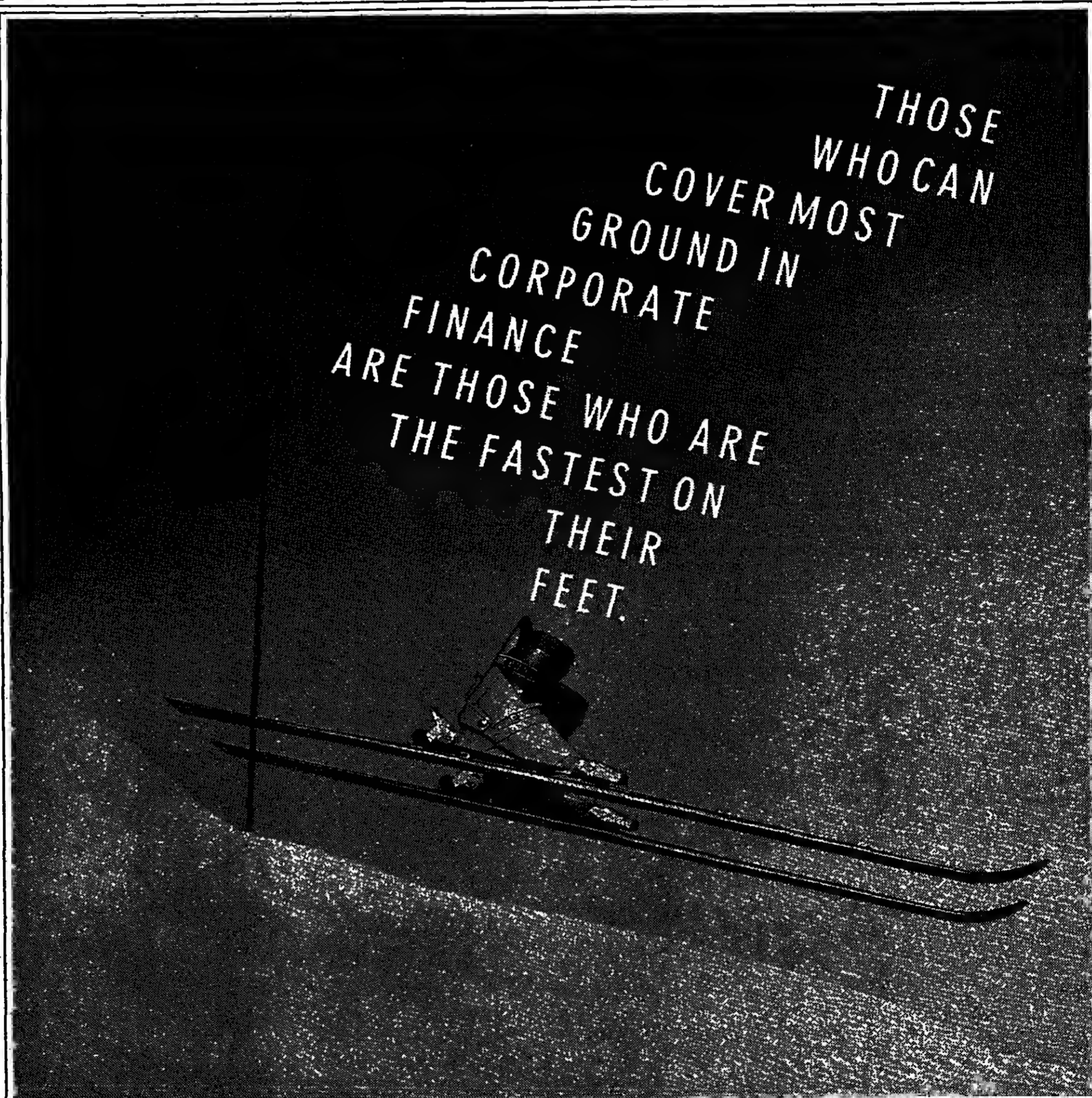
The unaudited results of the Evered Group, prepared under the historical cost convention for the first six months of the financial year ending 31 December 1986, together with comparative figures are summarised below:

	1986*	1985	1985
	Half Year	Half Year	Year
	£m	£m	£m
Sales	48.10	43.65	99.62
Net Operating Profit	4.90	3.40	8.20
Income from Fixed Asset Investment	0.74	—	0.99
Interest Payable (Net)	(1.45)	(0.90)	(1.32)
Profit before Tax	4.19	2.50	7.87
Taxation	(0.30)	(0.49)	(1.55)
Earnings	3.89	2.01	6.32
Earnings per Ordinary Share	9.70p	7.70p†	18.10p†
Interim Dividend per Ordinary Share	1.75p	1.25p	1.25p
Final Dividend per Ordinary Share	—	—	2.25p

PRE-TAX PROFIT UP 68%
EARNINGS PER SHARE UP 26%
INTERIM DIVIDEND INCREASED BY 40%

For copies of the Interim Report, write to Company Secretary, Evered Holdings plc, York House, 33/42 Chertsey Street, Guildford, Surrey GU1 4HD

*Exchange rates at 30th June 1986.
†Based on 24,362,512 ordinary shares in issue during the period, re-stated to adjust for rights issue in July 1985.
‡Based on a weighted average of 34,746,795 ordinary shares in issue during the period.



THOSE WHO CAN COVER MOST GROUND IN CORPORATE FINANCE ARE THOSE WHO ARE THE FASTEST ON THEIR FEET.

MOET-HENNESSY
(a "Société Anonyme" under French Law)
Capital: FF 257,727,400

Registered Office: 30 Avenue Hoche - 75 008 - PARIS
RCS: PARIS 9 776 670 417

The following resolutions were submitted to and adopted by the ordinary general meeting of the holders of the U.S. \$50,000,000 convertible Bonds due 1987 of MOET-HENNESSY held, on second convocation by the Board of Directors, at 10 a.m. on June 11, 1986, at the Registered Office of the Company at 30 Avenue Hoche - 75008 PARIS.

FIRST RESOLUTION
Having heard the report of the Board of Directors and having noted the resolutions adopted by the extraordinary general meeting of the holders of 8th June, 1986, authorising the Board of Directors to issue Bonds convertible in MOET-HENNESSY shares (such authorisation including a renunciation of the preferential subscription right to the shares to be issued as and when the conversions are made), the general meeting of the shareholders approved such resolution of the extraordinary general meeting relating to the renunciation of such preferential subscription right.

SECOND RESOLUTION
Having heard the report of the Board of Directors and having noted the resolutions adopted by the extraordinary general meeting of the shareholders of 8th June, 1986, authorising the Board of Directors to issue Bonds convertible in MOET-HENNESSY shares (such authorisation including a renunciation of the preferential subscription right to the shares to be issued as and when the conversions are made), the general meeting of the shareholders approved such resolution of the extraordinary general meeting relating to the renunciation of such preferential subscription right.

THIRD RESOLUTION
The general meeting gives full power to the bearer of a copy or extract of the minutes reporting its deliberations to carry out any necessary registrations, filings, amendments or any necessary legal requirements.

The meeting further resolves that the minutes of such meeting to which shall be annexed the list of persons attending, the powers of attorney of the shareholders represented, the report of the Board of Directors and the resolutions of the extraordinary general meeting of shareholders of 8th June, 1986.

The Board of Directors

BRASCAN INTERNATIONAL B.V.
Notice of Partial Redemption of Guaranteed Bonds

To the Holders of U.S. \$30,000,000 8 1/4% Guaranteed Bonds due October 1, 1987 of Brascan International B.V.

The following is an amendment to the Notice published on September 9, 1986

Delete the following numbers:
01276
04988
05308

Add the following numbers:
00824
01279
04988
05379

BRASCAN INTERNATIONAL B.V.
By Canadian Imperial Bank of Commerce Trust Company

At County, our rapid growth over a fairly short period of time has something to do with the fact that we'd rather look forwards than backwards.

So, to begin with uncharacteristic retrospection: in corporate finance, County has quickly developed a successful, distinctive and wide-ranging approach.

Developing strengths originally in services to smaller companies, through County Development Capital and through a particular expertise in flotations.

And then achieving credibility on a much larger scale — so that, in recent years, we've been involved in some very substantial M&A activities indeed.

While, at the same time, developing something of a reputation. For what might politely be known as a proactive approach. (Or a little less politely as, well, aggressive.)

And also for a remarkable commitment to continuity of management and of client relationships.

But what of the future? Certainly we see the continuing development of many of our present services — in areas from advising companies and underwriting, to development capital.

We see our involvement with the very largest corporations continuing to grow.

And above all, we see County as the specialists not in one kind of service or another, or in one size of company or another — but rather, in companies that want to grow. It's a description which fits our present clients pretty accurately.

How does it fit you?

COUNTY LIMITED
Nobody's in better shape

The NatWest Investment Bank Group

TECHNOLOGY

ON MAY 29, 1985, the seed authority of the Philippines released a new variety of the most important cereal in the world. Just over one year later, rice seed type IR64 already looks set to be the highest yielding and most pest resistant variety ever developed.

For the International Rice Research Institute (IRRI), the world centre responsible for developing IR64, this was the 29th rice variety it had released over the past 20 years. It took IRRI scientists five years of hard work, and over 18,000 breeding experiments to achieve.

For rice farmers IR64 is a significant milestone in the Green Revolution. IRRI scientists helped to pioneer in the early 1960s, and which altered the rice economy of Asia in just two decades.

For instance, the swelling rice surplus from these innovations in agronomy and breeding turned former importers of rice into net exporters and pushed up wages of farm labourers in some parts of India and the Philippines by as much as 20 per cent.

World reserves of rice now stand at a staggering 300m tonnes. However, an estimated 200m people in the world still go to bed hungry, partly because the Green Revolution benefited mainly the wealthier farmers in the lush, irrigated lands, able to afford expensive fertilisers.

Now the IRRI is devoting a sizeable share of its US\$23.5m budget to spearheading a second Green Revolution using advanced technologies and computers and electron microscopes aimed at improving rice production in the poorer countries.

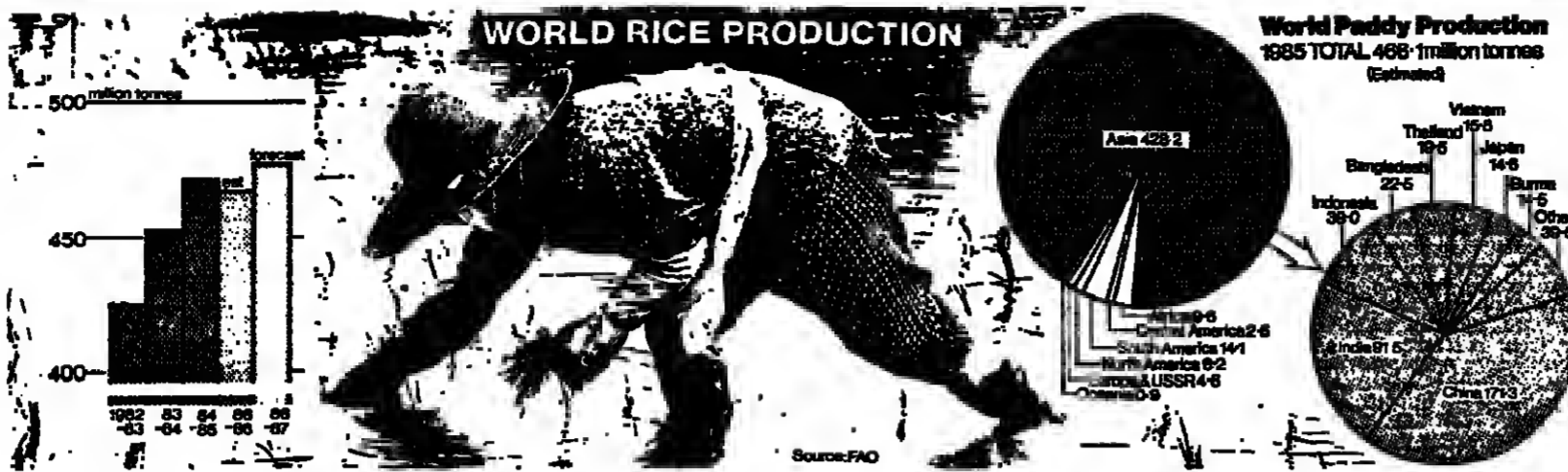
The pearly white grains of rice eaten are the staple diet of over 2bn people. One in three of the world's population depend on rice for more than half their daily food.

Almost as many people are involved in growing rice, as in eating it. Rice, together with wheat, occupies over one quarter of the world's arable land.

Ninety per cent of rice is grown and consumed in Asia. Millions grow their own on tiny plots, and sell the surplus to pay for other necessities.

Last year was a good year, with production topping 465m tonnes, adding to the already growing glut. But a recent IRRI study predicts that rising incomes, combined with swelling populations will cause the demand for rice to grow 3 per cent a year. Demand could then outstrip production by nearly 30m tonnes annually by the turn of the century.

Until the advent of the IRRI in the early 1960s, most increases in rice production were achieved by simply open-



Spearhead of a second Green Revolution

Stephanie Yanchinski, in Singapore, looks at how advanced technology is set to lift world rice production

ing up new lands in the rice producing deltas of Burma, Thailand, and Vietnam. Little had been done to apply scientific methods to boost the yields of wild rice by genetic improvement.

The IRRI, established with money from the Ford and Rockefeller Foundations, laid down a systematic programme for the scientific breeding of rice, which has seen yields jump from 1.5 tonnes per hectare before the Second World War to 10 or more tonnes today.

The IRRI can be said to have truly launched the modern era of rice development in 1965, when it introduced IR8, the first of the "semi-dwarf" varieties. These sturdy, short-stalked

strains stood upright, as the panicles of rice ripened, and grew heavy. This was an improvement over the taller, more spindly wild types which tended to fall over, and spoil in the field or be eaten by rats.

IR8 and its successors offered other advantages, which profoundly affected agronomic practice throughout the rice-growing world. The new rices proved less sensitive to the period of daylight, permitting farmers in many latitudes to grow them throughout the year.

Also, the IRRI varieties were the first to respond to fertilisers. Agricultural chemicals often account for the greatest outlay of the rice farmer's limited cash.

In Asia, production out-distanced population growth by almost 20 per cent over the past two decades. Some of the poorest Asian countries, most notably Indonesia and the Philippines, became self-sufficient in rice for the first time in recent history.

Last year Indonesia even exported 100,000 tonnes to the once rice-rich Vietnam and donated a similar amount to African famine relief.

Without this sustained programme of genetic improvement, IRRI experts claim that rice yields would not have increased more rapidly than in the decades before 1965. They calculate that this difference adds an extra 23m tonnes of

milled rice per year to swelling storehouses in the Third World; a mountain of rice worth US\$96.5m in 1984.

However, not everyone benefited from this Green Revolution. The new rices undoubtedly perform best in irrigated areas with good water control. So these countries with well-irrigated land more rapidly adopted the new varieties. These included South Korea, Malaysia, the Philippines, Indonesia, Sri Lanka, parts of India (particularly the Punjab) and Pakistan.

Elsewhere, rice is grown on uplands and lowlands watered by rainfall, tidal inroads and river overflows. Here floods, brackish soils, drought or cold

prevent farmers growing the new varieties. Altogether, unirrigated areas account for over two-thirds of the total rice-growing area in Asia.

At the same time farmers came to depend on expensive chemicals for fruitful harvests, and this tended to favour the better-off farmer. The Asian Development Bank recently criticised international organisations such as IRRI for a "lack of relevance of research to small farmers."

The new IRRI rices do not even please everyone. The taste has been criticised as not suiting local tastes or technology. In 1984 the Malaysian National Padi and Rice Board reportedly absorbed farming losses amount-

ing to US\$52m because the IRRI variety did not suit the unconventional method of combine harvesting practiced in Malaysia, and the grains tended to break during milling.

Worse still, the IRRI varieties proved particularly susceptible to pest and disease attack, aggravated by changes in agronomic practices such as cropping all year round. This offered insects the chance to breed in much larger numbers than before.

During the mid-1970s the brown plant hopper, *Nilaparvata lugens*, a carrier of the devastating grassy stunt virus, laid waste vast tracts of rice with the new varieties. Between 1974 and 1976 this pest and the disease it carried invaded 11 countries, from Sri Lanka to Vietnam. Total losses amounted to US\$3.2m.

A temporary cure for such epidemics lies in crossing new varieties with resistant, older types mainly from India and Taiwan, some now extinct but stored in the IRRI's germplasm bank. Today's rices such as IR64 boast a complicated heritage which may include 20 varieties from eight countries.

The IRRI keeps 80,000 lines of rice in a modern, earthquake-proof facility, which in the future will include a sophisticated "gene bank" of genetic types. These varieties are the parents—the genetic building blocks—in cross breeding programs to develop improved varieties, and they can be kept up to 75 years.

However, rice plays host to over 150 diseases and insects and these constantly change. Although the IRRI quickly developed a new variety, IR86, to stop the plant hopper epidemic, by 1982 new types were once again rampaging through the region.

Unfortunately, breeding new rices conventionally to combat disease, or to exploit unfavourable environments takes from four to seven years. Consequently the IRRI is experimenting with techniques borrowed from biotechnology innovations in the West, such as "protoplast fusion" and genetic engineering, to not only speed the breeding of new rices, but also to create totally new species which would not be possible in nature.

The IRRI's director general, Dr M. S. Swaminathan, says "twenty years ago the first problem was simply how to produce more rice. My feeling now is that biotechnology will help solve some of the real problems in raising enough rice to feed the world. He adds, these technologies are "buying time" until poorer countries have their own technical self-help schemes in place, and so permanently banish hunger.

FUTURISTIC APPROACH TO STEPPING UP PADDY FIELD OUTPUT

IN NATURE, rice pollinates itself. The male anther is situated on the rice panicle above the rice flower containing the female ovary. As the anther ripens and bursts open, it showers pollen on to the blossoming flower below and into the wind.

Until recently, an International Rice Research Institute (IRRI) experiment wished to cross two breeds of rice mimicking nature's ways by hand, brushing pollen taken from the one plant on to another, a delicate and time-consuming job. He next laid the dusted rice shoots in carefully cultivated experimental plots outside, and covered each plant with a plastic bag, to prevent contamination by stray pollen grains.

A few months later, once the plants had reached maturity, the breeder selected the best for crossing, a process he repeated again and again until he obtained a strain which would breed true. Today's miracle rices come from not two but as many as 20 separate strains, cross-bred thousands of times.

The pollen grain and seed each contain half the genetic number of a normal rice cell, so that together they make up the full genetic complement in the rice grain.

These "anthers" between male and female occur in an unpredictable fashion. Biotechnology, on the other hand, now offers much more control over this essentially

random recombination of genes.

Two of the most advanced techniques in biotechnology, protoplast fusion and genetic engineering, may offer the ultimate way of scrambling genes. In protoplast fusion, by adding a drop of the oily chemical polyethylene glycol, two plant cells stripped of their cell walls can be made to fuse, and mingle their genetic components.

Genetic engineering, the second, more futuristic technique, involves inserting a foreign gene into a plant cell in such a way as to fundamentally alter the cell's genetic make-up and thus its biological chemistry.

In 1984 the Rockefeller Foundation, of the US,

launched a wide-ranging US\$16m programme of fundamental research in genetic engineering, involving a number of American universities, and the IRRI. The application of this radical technique could have far-reaching implications for the economy of the beleaguered Asian farmer anxious to reduce costs and improve productivity.

For example, experts estimate that yields in rice could be improved by 80 per cent by increasing the total dry matter of the plant. This could be achieved by using genetic engineering to tamper with the photosynthetic pathways in the chloroplasts (the organelles of the plant cells) so that they convert sunlight

into carbohydrate more efficiently.

Other goals include engineering cereals with the protein content of best-quality beef, and self-fertilising rices with better pest resistance. For instance, legumes naturally convert nitrogen in the air to useful fertilising compounds. The idea would be to transfer the genes which control this "nitrogen fixation" into rice. At the moment, scientists do not possess the tools to do such genetic engineering efficiently and "mapping" of the exact position of any useful genes in rice has only just begun.

So "nitrogen fixing" rice for filling the world's rice bowls remains the IRRI's dream for the 21st century.

More to offer in CAD/CAM

North House, 45 West Bay Road, Edinburgh, Scotland, EH4 3JF
Telephone: 01 492 2277 Telex: 338928
A Subsidiary of Computer Group Company

A clearer picture on the weather front

By Geoffrey Charles

WEATHER FORECASTERS in the UK will soon benefit from a graphics system called Frontiers developed by Logica, the London software systems house (01-437 9111). Scheduled to enter service at Meteorological Office Headquarters, Bracknell, later this year, Frontiers allows forecasters to study and correct data from a nationwide network of weather radars. The detailed rainfall maps provided by the radars are merged with satellite-derived images to give better accuracy of intensity and location of the rainfall areas over a six-hour prediction period.

Japan develops blue light crystal for TV

BLUE LIGHT will be obtainable from light emitting diodes (LEDs) using a single crystal form of zinc selenide which the Tokyo private research company RHD Corporation has succeeded in making.

A very small "seed" crystal is slowly pulled from a mass of molten polycrystalline zinc selenide and the crystal grows to a size which makes cutting into device-sized pieces commercially feasible. Although red, green, and yellow LEDs are marketed, no blue light device has been made commercially available according to RHD. Now that red, green and blue light can be generated and switched on and off very rapidly, solid-state colour TV displays could become easier to develop says RHD. The company is jointly owned by Nishizu Steel, Toyo Ink Manufacturing Company and Mitsubishi Corporation.

Don't invest in packet switching before you've read The Guide.

If you already know all about packet switching, forgive us for preaching to the converted.

If you don't, hear this.

Plessey packet switching can give your organisation—now—faster, more efficient data communications, at lower cost than you've ever thought possible.

If you're a smaller company with branch offices then, for a small investment, Plessey can provide you with an economical network with access to Packet SwitchStream.

For the larger business—particularly with international affiliations—Plessey and packet switching will create a comprehensive, confidential network that can slash your data communications costs.

Plessey has written a useful introduction to packet switching which every business should read.

It speaks with authority, because it was Plessey, after all, who equipped British Telecom's own network. And it's Plessey who has the most comprehensive knowledge of packet switching in the country and the widest range of equipment.

So, for chapter and verse on packet switching, just send the coupon, or contact the address below.

PLESSEY
The height of high technology.

To: Raymond O'Brien, Plessey Controls Limited, Sopers Lane, Poole, Dorset BH17 7ER.
Telephone: Poole (0204) 675161. Telex: 41272.
Please send me the Plessey Business Guide to Packet Switching.

Name _____ Position _____
Company _____ Address _____

Telephone _____

PLESSEY and the Plessey symbols trade marks of The Plessey Group plc. FT.17.5



You've got two weeks to put location proposals to the Board.

Scotland, as a general location you've already looked at. It's always one of the first that comes to mind.

But does any specific location here recommend itself clearly?

Think of Edinburgh Castle, that country's most famous landmark, and remove yourself westwards for 15 minutes.

You're in Livingston, in beautiful rolling countryside.

You're on the M8 Motorway, 30 minutes from Glasgow's Airport, and 10 from Edinburgh's.

You've got a choice of fully serviced industrial estates—including a hi-technology park—and a wide variety of available factories and offices.

You've got neighbours. Over 250 of them. Burroughs, Burr-Brown, Johnson & Johnson, Ferranti, NEC—to name just a few who are expanding vigorously.

You've got specially close research links with Edinburgh University, the Wolfson Microelectronics Institute and Heriot Watt's Computer Applications Services.

You've got Development Area status. Investment grants of up to 35%, rent-free periods, plus European Community assistance.

And you've got us.

A Development Corporation that can put together a detailed personalized prospectus on Livingston for your particular company.

In hours if you push the panic button.

Could anything be clearer or more specific than that?

To: James Pollock, Commercial Director, Livingston Development Corporation, West Lothian EH54 6QA.
Tel: 0506 414177.
Prove that Livingston is the most logical location for my company. We are/are not pushing the panic button.
BLOCK LETTERS PLEASE.

Name _____
Position _____
Company _____
Address _____
Postcode _____
Telephone _____

MAKE IT IN LIVINGSTON FT.15
Europe's most logical location.

LONDON RECENT ISSUES

Table of recent issues in the equities market, listing company names, share prices, and changes.

Table of fixed interest stocks, including government and corporate bonds, with details on interest rates and prices.

Table of 'RIGHTS' offers, detailing rights issues for various companies, including the amount of rights offered and the price per share.

AUTHORISED UNIT TRUSTS

Large table listing various unit trusts, their managers, and performance metrics. The table is organized into columns for different trust categories and includes detailed financial data for each.

FT UNIT TRUST INFORMATION SERVICE

Advertisement for 'A FINANCIAL TIMES SURVEY MERSEYSIDE'. It includes the survey title, date (Monday, 17 November 1966), and contact information for Brian Heron at Queen's House, Manchester.

FT CROSSWORD PUZZLE NO. 6,127. A crossword puzzle grid with clues provided for both across and down words.

Answers to the crossword puzzle. It includes the words for across and down, along with a solution to a 'Findle' puzzle.

Additional financial data and tables located on the right side of the page, including more unit trust information and market statistics.

AUTHORISED UNIT TRUSTS & INSURANCES

Warranty Asset Management Ltd (UK) (1) 23 Charlotte St, Edinburgh 01-223 1511	City of Edinburgh Life Assurance 40 Charlotte St, Edinburgh EC2 4JH 01-223 1600
Warranty Unit Trust Managers (UK) (1) 23 Charlotte St, Edinburgh 01-223 1511	City of Westminster Assurance 100 Abchurch Lane, London EC4N 3DF 01-406 0886
Warranty Unit Trust Managers (UK) (2) 23 Charlotte St, Edinburgh 01-223 1511	Windsor Trusts (UK) Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886
Warranty Unit Trust Managers (UK) (3) 23 Charlotte St, Edinburgh 01-223 1511	Wright Seligson Fund Managers Ltd 11 Broad St, London EC2M 2JF 01-589 0992
Warranty Unit Trust Managers (UK) (4) 23 Charlotte St, Edinburgh 01-223 1511	The Yorkshire General Trust 100 Abchurch Lane, London EC4N 3DF 01-406 0886

INSURANCES

AA Friendly Society 100 Abchurch Lane, London EC4N 3DF 01-406 0886	Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886
Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886	Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886
Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886	Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886
Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886	Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886

Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886	Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886
Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886	Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886
Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886	Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886
Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886	Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886

Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886	Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886
Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886	Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886
Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886	Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886
Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886	Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886

Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886	Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886
Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886	Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886
Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886	Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886
Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886	Abney Life Assurance Co Ltd 100 Abchurch Lane, London EC4N 3DF 01-406 0886

Handwritten signature or mark at the bottom center of the page.

INSURANCE, OVERSEAS & MONEY FUNDS

Table listing various insurance and financial services, including company names, addresses, and contact information.

Table listing insurance and financial services, including company names, addresses, and contact information.

Table listing insurance and financial services, including company names, addresses, and contact information.

Table listing insurance and financial services, including company names, addresses, and contact information.

Table listing insurance and financial services, including company names, addresses, and contact information.

Table listing insurance and financial services, including company names, addresses, and contact information.

Table listing insurance and financial services, including company names, addresses, and contact information.

Table listing insurance and financial services, including company names, addresses, and contact information.

Money Market

Table listing money market funds with columns for fund name, price, and other details.

Bank Accounts

Table listing bank accounts with columns for bank name, account type, and interest rates.

TRADITIONAL OPTIONS

Table listing traditional options with columns for option name, price, and other details.

TRADITIONAL OPTIONS

Table listing traditional options with columns for option name, price, and other details.

TRADITIONAL OPTIONS

Table listing traditional options with columns for option name, price, and other details.

TRADITIONAL OPTIONS

Table listing traditional options with columns for option name, price, and other details.

TRADITIONAL OPTIONS

Table listing traditional options with columns for option name, price, and other details.

TRADITIONAL OPTIONS

Table listing traditional options with columns for option name, price, and other details.

TRADITIONAL OPTIONS

Table listing traditional options with columns for option name, price, and other details.

TRADITIONAL OPTIONS

Table listing traditional options with columns for option name, price, and other details.

TRADITIONAL OPTIONS

Table listing traditional options with columns for option name, price, and other details.

TRADITIONAL OPTIONS

Table listing traditional options with columns for option name, price, and other details.

COMMODITIES AND AGRICULTURE

Products glut hits crude

By Lucy Kellaway

Oil prices dropped sharply yesterday, with Brent oil falling by about 56 cents a barrel to a low of about \$22.45 a barrel for November delivery.

The market seems to have regained its composure after the present glut of oil products.

Stock figures due to be published by the American Petroleum Institute late last night were widely expected to show that refinery runs in the US are still running at very high levels.

OECD warns dairy exporters

By Andrew Gowers

COUNTRIES which export dairy products will have to exercise great restraint in coming months if current depressed trading conditions are not to turn into an international market collapse.

The report demonstrates how slowly the various schemes to reduce output in exporting countries are making themselves felt.

Jopling urges tough action on surpluses

By Tim Dickson in Brussels

MR MICHAEL JOPLING, Britain's Agriculture Minister, and President of the Council of EEC Farm Ministers, delivered a stern warning yesterday that the Community must take speedy action to halt its growing dairy surpluses.



Mr Michael Jopling: stern warning

Speaking in Brussels, Mr Jopling said that "even tougher decisions" will ultimately have to be taken "if the agony of putting things right" is delayed much longer.

He added: "In the course of the next few weeks there will need to be a good deal of concentrating of minds if we are to avoid a surplus of even more unmanageable proportions."

World uranium stocks fall

By Lucy Kellaway

THE HUGE stocks of uranium that have been built up over a quarter of a century of over-production are at last being run down. Last year for the first time production was less than the requirements of nuclear power stations.

The report says existing production will be enough to meet projected demand until 1990. But after that new capacity will be needed to meet the demand, which could rise to 55,000 tonnes by 1995.

In spite of a continued decline in the level of exploration in 1984 \$145m (£87.8m) was spent on exploration, only one fifth of the 1979 total.

Go-ahead for US options contracts

By Andrew Gowers and Lucy Kellaway

US MARKET regulators yesterday gave the green light to a clutch of new options contracts on agricultural and energy futures.

The Commodity Futures Trading Commission approved plans by the New York Mercantile Exchange (Nymex) to offer options on crude oil and heating oil futures, and options on wheat and pork belly futures to be offered respectively by the Chicago Board of Trade and the Chicago Mercantile Exchange.

They are attracted by the limited risk involved in options, said Mr Pat Catania, chief executive of Nymex.

The exchange is mounting a big marketing effort among farmers and grain elevators with the argument that options are more flexible than futures and allow farmers to guarantee themselves a certain minimum price without locking themselves in if the market goes up.

Options business expansion depends to some extent on an increase in the speculative position limits which the CFTC sets on trading in some contracts and which are currently under review.

Options business expansion depends to some extent on an increase in the speculative position limits which the CFTC sets on trading in some contracts and which are currently under review.

Fight to control grasshopper plague

By Peter Blockburn in Abidjan

A BATTLE is being waged in the sky above West Africa's semi-desert Sahel region in a bid to destroy yellow-green waves of grasshoppers descending from the north, and to protect this season's food harvest.

A one-month aerial spraying campaign covering 1.6m hectares in six countries is expected to be in full swing this week.

The main problem was alerting governments and donors so that control programmes could be prepared and aid mobilised before it was too late, he explained.

Mr Brader explained some of the serious logistical problems of organising an effective aerial spraying programme in the vast, arid, and sparsely populated regions which are only just recovering from serious drought and famine.

LONDON MARKETS

THE ROBUSTA coffee futures market sprang to life once again yesterday afternoon, with the actively traded November position rising \$75 on the day to close at \$2,452.50 per tonne.

ALUMINIUM

Unofficial 4 or 5 months (LME) High/Low

COPPER

Grade A Unofficial 4 or 5 months (LME) High/Low

LEAD

Unofficial 4 or 5 months (LME) High/Low

NICKEL

Unofficial 4 or 5 months (LME) High/Low

TIN

KUALA LUMPUR TIN MARKET: Close 14.11 (14.07) tonight per kg. Up 0.4 from 13.71

ZINC

High Grade Unofficial 4 or 5 months (LME) High/Low

GOLD

Gold rose \$2 an ounce from Monday's close in the London bullion market.

SILVER

SILVER rose 4.6p an ounce higher for spot delivery in the London bullion market yesterday.

MEAT

LIVE CATTLE: Month close, 100.00. 10 days, 100.00. 20 days, 100.00.

RUBBER

PHYSICALS—Closing prices (buys): 20 days (100.00) 100.00.

INDICES

Table with columns: REUTERS, DOW JONES. Includes dates and values.

MAIN PRICE CHANGES

Table with columns: METALS, GRAINES, OILS, COCOA, COFFEE, SUGAR, SOYABEAN MEAL, WHEAT, BARLEY. Includes price changes.

US MARKETS

PRECIOUS METALS closed marginally down on the day after opening high on rumours of a US banking collapse but when these rumours were denied the market was sold off, reports Heindl.

NEW YORK

Table with columns: ALUMINIUM, COCOA, COFFEE, SUGAR, SOYABEAN MEAL, WHEAT, BARLEY. Includes prices and changes.

ORANGE JUICE 15,000 lbs, cents/lb

Table with columns: Close, High, Low, Prev. Includes dates and prices.

PLATINUM 50 Troy oz, \$/Troy oz

Table with columns: Close, High, Low, Prev. Includes dates and prices.

SILVER 5,000 Troy oz, cents/Troy oz

Table with columns: Close, High, Low, Prev. Includes dates and prices.

GOLD 100 Troy oz, \$/Troy oz

Table with columns: Close, High, Low, Prev. Includes dates and prices.

LIVE CATTLE 40,000 lbs, cents/lb

Table with columns: Close, High, Low, Prev. Includes dates and prices.

LIVE HOGS 30,000 lbs, cents/lb

Table with columns: Close, High, Low, Prev. Includes dates and prices.

MAIZE 5,000 bu, cents/bu bushel

Table with columns: Close, High, Low, Prev. Includes dates and prices.

CORNER BELLIES 30,000 bu, cents/bu

Table with columns: Close, High, Low, Prev. Includes dates and prices.

SOYABEAN 60,000 bu, cents/bu

Table with columns: Close, High, Low, Prev. Includes dates and prices.

CRUDE OIL (LIGHT) 42,000 US gallons, cents/gallon

Table with columns: Close, High, Low, Prev. Includes dates and prices.

HEATING OIL 42,000 US gallons, cents/gallon

Table with columns: Close, High, Low, Prev. Includes dates and prices.

SUGAR WORLD 112,000 lbs, cents/lb

Table with columns: Close, High, Low, Prev. Includes dates and prices.

WHEAT 60,000 bu, cents/bu

Table with columns: Close, High, Low, Prev. Includes dates and prices.

SOYABEAN MEAL 60,000 lbs, cents/lb

Table with columns: Close, High, Low, Prev. Includes dates and prices.

SPOT PRICES—Chicago losses

Table with columns: Close, High, Low, Prev. Includes dates and prices.

FREIGHT FUTURES

Table with columns: Close, High, Low, Prev. Includes dates and prices.

WEEKLY METALS

Table with columns: Close, High, Low, Prev. Includes dates and prices.

GAS OIL FUTURES

Table with columns: Close, High, Low, Prev. Includes dates and prices.

SUGAR

Table with columns: Close, High, Low, Prev. Includes dates and prices.

POTATOES

Table with columns: Close, High, Low, Prev. Includes dates and prices.

CURRENCIES, MONEY and CAPITAL MARKETS

FOREIGN EXCHANGES

Dollar stays in narrow range

THE DOLLAR was confined to a relatively narrow range yesterday. It finished slightly down on the day but lacked sufficient impetus to move outside recent trading levels. Last Friday's intervention by the West German Bundesbank introduced a temporary ceiling of DM 2.10 while a weaker trend yesterday found solid support around the DM 2.04 level. There was nothing yesterday to push the dollar past this level although US economic statistics due for release this week are not expected to paint a very rosy picture.

£ IN NEW YORK

Table with columns: Date, Spot, 1 month, 3 months, 6 months, Forward premiums and discounts apply to the US dollar.

against the dollar in 1986 is expected to be 1.3789. August average was 1.4876. Exchange rate index 716 unchanged from the opening bid down from 711 on Monday. The dollar closed at DM 2.0490 from DM 2.0506, having recovered a little after a start by the Bank of America that it was experiencing financial difficulties.

FINANCIAL FUTURES

Very nervous

TRADING was very nervous on the London International Financial Futures Exchange yesterday. Dollar dominated contracts finished on a mixed note, with oil and aluminium contracts showing a sharp fall of values on the Tokyo Stock Market. There was then a fairly quiet period until rumours began to circulate of serious financial difficulties at Bank of America. These were denied by a spokesman as "absolutely and positively not true," but left the market very nervous.

Table with columns: Date, Price, Change, etc. for various futures contracts.

Table with columns: Date, Price, Change, etc. for various futures contracts.

Table with columns: Date, Price, Change, etc. for various futures contracts.

Table with columns: Date, Price, Change, etc. for various futures contracts.

PHILADELPHIA 6/5 OPTIONS

Table with columns: Date, Price, Change, etc. for Philadelphia 6/5 options.

Table with columns: Date, Price, Change, etc. for Philadelphia 6/5 options.

Table with columns: Date, Price, Change, etc. for Philadelphia 6/5 options.

Table with columns: Date, Price, Change, etc. for Philadelphia 6/5 options.

Understand Commodities!

The CEI Commodity Brokers' schools intensive five-day programme is designed for junior and middle management, as well as to the National Commodity Futures Exam, which can be taken in the UK. The course starts in London at the Great Eastern Hotel, on October 11th.

The TRADAMATIC™ Currency, Metals & Financials Portfolio. 8 months ending August 29th 1986. \$50,000 Portfolio Gained \$54,580 to \$104,580 net.

The American Metal Market Forum on "METAL TRADING IN TRANSITION". Experts will discuss the changes taking place on the LME and the changing facets in international trade.

FIRST CHEYNES COMMERCIAL LIMITED. The first consultancy service dedicated to the special requirements of futures market administration.

CLASSIFIED ADVERTISEMENT RATES

Table with columns: From January 1, 1986, Per line, Single column cm, Commercial & Industrial Property, Residential Property, etc.

POUND SPOT-FORWARD AGAINST POUND

Table with columns: Date, Day's spread, Close, One month, % change, Three months, % change.

DOLLAR SPOT-FORWARD AGAINST DOLLAR

Table with columns: Date, Day's spread, Close, One month, % change, Three months, % change.

CURRENCY MOVEMENTS

Table with columns: Date, Bank of America, Morgan Stanley, etc.

CURRENCY RATES

Table with columns: Date, Bank of America, Morgan Stanley, etc.

CHICAGO

Table with columns: Date, Price, Change, etc. for Chicago market.

LONDON

Table with columns: Date, Price, Change, etc. for London market.

STERLING INDEX

Table with columns: Date, Price, Change, etc. for Sterling Index.

EXCHANGE CROSS RATES

Table with columns: Date, Price, Change, etc. for exchange cross rates.

OTHER CURRENCIES

Table with columns: Date, Price, Change, etc. for other currencies.

CURRENCY FUTURES

Table with columns: Date, Price, Change, etc. for currency futures.

EURO-CURRENCY INTEREST RATES

Table with columns: Date, Price, Change, etc. for Euro-currency interest rates.

ENS EUROPEAN CURRENCY UNIT RATES

Table with columns: Date, Price, Change, etc. for ENS European currency unit rates.

MONEY MARKETS

London rates mixed. Very short term interest rates had a slightly softer tone on the London money market yesterday, because of easy day-to-day credit conditions, but longer rates were firmer. The market continues to see little reason to hope for an early cut in base rates, and the larger than expected rise of 1.8bn in August UK public sector borrowing.

NEW YORK RATES

Table with columns: Date, Price, Change, etc. for New York rates.

MONEY RATES

Table with columns: Date, Price, Change, etc. for money rates.

FT LONDON INTERBANK FIXING

Table with columns: Date, Price, Change, etc. for FT London interbank fixing.

LONDON MONEY RATES

Table with columns: Date, Price, Change, etc. for London money rates.

WILL YOUR BRILLIANT NEW PRODUCT END UP IN THE OBITUARIES COLUMN? Before you launch it, assess your product's life expectancy with the help of Hotline, the most efficient source of business information there is.

Gold Fields

Notice to Holders of Ordinary Share Warrants to Bearer. Subject to approval of the proposed final dividend of 16p per full paid Ordinary share at the Annual General Meeting to be held at the Hotel Inter-Continental, 1 Hamilton Place, London, W1, on Wednesday, 5 November 1986 at 11.30 a.m., the dividend will be paid on 2 December 1986, or at the expiration of six clear days after lodgment thereof, whichever is the later, to holders of Coupon No. M1 detached from Ordinary Share Warrants to Bearer.

FINANCIAL TIMES SURVEY

The Financial Times proposes to publish an ALUMINIUM INDUSTRY SPECIAL CENTENARY REPORT. Publication date: October 23, 1986. The following subjects will be reviewed: 100 YEARS OF SMELTING, REGIONAL DEVELOPMENT, TERMINAL MARKETS, DISTRIBUTION AND STOCKHOLDING MARKETS, PROFILES.

BRITISH FUNDS - Table with columns for Fund Name, Price, and Yield. Includes sub-sections for 'Shorts' (Lives up to Five Years), 'Five to Fifteen Years', and 'Over Fifteen Years'.

INDEX-Linked - Table listing various index-linked funds with their respective prices and yields.

INT. BANK AND ISSUES GOVT STERLING ISSUES - Table listing international bank and government sterling issues.

CORPORATION BONDS - Table listing various corporation bonds.

COMMONWEALTH & AFRICAN BONDS - Table listing Commonwealth and African bonds.

LOANS - Table listing various types of loans.

Public Board and Ind. - Table listing public board and industrial issues.

FOREIGN BONDS & RAILS - Table listing foreign bonds and rail issues.

AMERICANS - Table listing American stocks and funds.

AMERICANS - Cont. - Table continuing the list of American stocks and funds.

CANADIANS - Table listing Canadian stocks and funds.

BANKS, HP & LEASING - Table listing banks, hire purchase, and leasing companies.

BEERS, WINES & SPIRITS - Table listing beer, wine, and spirit companies.

RETAILERS - Table listing various retail companies.

BUILDINGS, TIMBER, ROADS - Table listing building, timber, and road related companies.

LONDON SHARE SERVICE

BUILDINGS, TIMBER, ROADS - Cont. - Table continuing the list of building, timber, and road companies.

CHEMICALS, PLASTICS - Table listing chemical and plastic companies.

DRAPERY AND STORES - Table listing drapery and store companies.

DRAPERY AND STORES - Cont. - Table continuing the list of drapery and store companies.

DRAPERY AND STORES - Cont. - Table continuing the list of drapery and store companies.

DRAPERY AND STORES - Cont. - Table continuing the list of drapery and store companies.

DRAPERY AND STORES - Cont. - Table continuing the list of drapery and store companies.

DRAPERY AND STORES - Cont. - Table continuing the list of drapery and store companies.

DRAPERY AND STORES - Cont. - Table continuing the list of drapery and store companies.

DRAPERY AND STORES - Cont. - Table continuing the list of drapery and store companies.

DRAPERY AND STORES - Cont. - Table continuing the list of drapery and store companies.

ENGINEERING - Continued

ENGINEERING - Table listing engineering companies.

ENGINEERING - Cont. - Table continuing the list of engineering companies.

ENGINEERING - Cont. - Table continuing the list of engineering companies.

ENGINEERING - Cont. - Table continuing the list of engineering companies.

ENGINEERING - Cont. - Table continuing the list of engineering companies.

ENGINEERING - Cont. - Table continuing the list of engineering companies.

ENGINEERING - Cont. - Table continuing the list of engineering companies.

ENGINEERING - Cont. - Table continuing the list of engineering companies.

ENGINEERING - Cont. - Table continuing the list of engineering companies.

ENGINEERING - Cont. - Table continuing the list of engineering companies.

ENGINEERING - Cont. - Table continuing the list of engineering companies.

INDUSTRIALS - Continued

INDUSTRIALS - Table listing industrial companies.

INDUSTRIALS - Cont. - Table continuing the list of industrial companies.

INDUSTRIALS - Cont. - Table continuing the list of industrial companies.

INDUSTRIALS - Cont. - Table continuing the list of industrial companies.

INDUSTRIALS - Cont. - Table continuing the list of industrial companies.

INDUSTRIALS - Cont. - Table continuing the list of industrial companies.

INDUSTRIALS - Cont. - Table continuing the list of industrial companies.

INDUSTRIALS - Cont. - Table continuing the list of industrial companies.

INDUSTRIALS - Cont. - Table continuing the list of industrial companies.

INDUSTRIALS - Cont. - Table continuing the list of industrial companies.

INDUSTRIALS - Cont. - Table continuing the list of industrial companies.

Handwritten signature: J. J. J. J.

Handwritten scribble at the top center of the page.

INDUSTRIALS - Continued. Table listing various industrial stocks with columns for stock name, price, and other financial metrics.

LEISURE - Continued. Table listing leisure-related stocks such as hotels, resorts, and entertainment companies.

PROPERTY - Continued. Table listing real estate and property-related stocks.

INVESTMENT TRUSTS - Cont. Table listing various investment trusts and funds.

FINANCE, LAND - Cont. Table listing financial and land-related stocks.

MINES - Continued. Table listing mining stocks, including diamond and platinum mines.

INSURANCE. Table listing insurance companies and their stock prices.

PROPERTY. Table listing property-related stocks.

TRUSTS, FINANCE, LAND. Table listing trusts, finance, and land-related stocks.

FINANCE, LAND, etc. Table listing finance, land, and other related stocks.

MINES. Table listing mining stocks.

REGIONAL & IRISH STOCKS. Table listing regional and Irish stocks.

MOTORS, AIRCRAFT TRADES. Table listing motor and aircraft-related stocks.

NEWSPAPERS, PUBLISHERS. Table listing newspaper and publishing stocks.

PAPER, PRINTING, ADVERTISING. Table listing paper, printing, and advertising stocks.

SHOES AND LEATHER. Table listing shoe and leather-related stocks.

MOTORS, AIRCRAFT TRADES. Table listing motor and aircraft-related stocks.

NEWSPAPERS, PUBLISHERS. Table listing newspaper and publishing stocks.

PAPER, PRINTING, ADVERTISING. Table listing paper, printing, and advertising stocks.

SHOES AND LEATHER. Table listing shoe and leather-related stocks.

SHIPPING. Table listing shipping-related stocks.

SOUTH AFRICANS. Table listing South African stocks.

TEXTILES. Table listing textile-related stocks.

TOBACCO. Table listing tobacco-related stocks.

INVESTMENT TRUSTS - Cont. Table listing investment trusts.

FINANCE, LAND - Cont. Table listing finance and land stocks.

MINES - Continued. Table listing mining stocks.

REGIONAL & IRISH STOCKS. Table listing regional and Irish stocks.

OIL AND GAS. Table listing oil and gas-related stocks.

OVERSEAS TRADERS. Table listing overseas trading stocks.

PLANTATIONS. Table listing plantation-related stocks.

MINES. Table listing mining stocks.

DIAMOND AND PLATINUM. Table listing diamond and platinum stocks.

CENTRAL AFRICAN. Table listing Central African stocks.

FINANCE. Table listing finance-related stocks.

REGIONAL & IRISH STOCKS. Table listing regional and Irish stocks.

NOTES. A section containing various notes and footnotes regarding the data presented in the tables.

LONDON STOCK EXCHANGE

US rumours cause more uncertainty and markets dip sharply

Account Dealing Dates
Optima
*First Declared Last Account Dealing Date
Sept 11 Sept 15 Sept 22
Sept 23 Sept 28 Sept 28 Oct 2
Sept 23 Oct 9 Oct 10 Oct 20

Another demonstration of the London market's vulnerability to international factors, particularly those concerning the US, shares and bond prices showed further widespread falls yesterday. The FT indices resumed their downturn after Monday's brief recovery. The FTSE 100 share index closing 31.6 down at 1,696.7 and the FT Ordinary share 27.4 lower at 1,282.2.

Prior to the official opening, dealers were deliberating over Wall Street's far from convincing performance overnight and the weak tone in Tokyo, which reopened for business after Monday's holiday. The majority came to the conclusion that, in the absence of revived institutional activity, the market would be lower and adjusted their book positions accordingly.

Trade was moderate throughout the morning and leading shares drifted easier, although the market was under little real pressure. Just before midday, however, the atmosphere became tense on speculation that Bank America was experiencing serious financial difficulties; the group announced losses in both the first and second quarters and is due to report the third-quarter results soon.

It was suggested that Bank America had approached the US Federal Reserve for assistance but bank spokesmen denied this. An official said he was aware of the rumours but had no knowledge of any developments. He strongly denied that there were problems at the bank.

The news failed to soothe markets and Wall Street weakened again yesterday. Dow Jones dropped 26 points more in the first hour — a leading trader here commented that markets were getting into the habit of moving lower. A small technical rally in the late business enabled blue chips to edge away from the worst levels but the scene remained one of acute uncertainty.

Falling gilt futures and resumed US bond weakness were too much for the market in Government securities. Longer maturities dropped 1/4 points in nervous trading, while the shorts gave up 3/4 and sometimes more. The situation was aggravated in the afternoon when a leading dealer with US connections was thought to have cut his book commitment. He then sold down rather swiftly and consequently there was little recovery.

Brown Shipley below best
Brown Shipley were an outstanding firm in an otherwise drab bank sector, jumping to 530p at one stage before closing 45 higher on balance at 500p following reports that an unnamed bank had acquired 2 'friendly' 10 per cent stake in the merchant bank; last April, Henry Ansbacher in

concern with Groupe Bruxelles Lambert SA acquired a near-21 per cent stake in the company from Walter Goodricke in a move unwelcome at the time by Brown Shipley's directors. Elsewhere, the major clearers became unsettled by rumours of liquidity problems at a major US bank and drifted progressively lower. Leyds led the way with reactions of 11 at 422p while Barclays lost 8 at 495p and NatWest cheapened 7 to 353p. Midland gave up 0 at 375p.

Composites moved sharply lower. CRZ fell 13 at 810p and Royals declined 15 at 877p, while General Aircraft relinquished 13 at 877p. Commercial Union lost 3 at 287p. Among Lloyd's brokers, Stewart Wrightson closed unaltered at 425p, after 432p following the interim results. Willis Toller put on 8 at 435p and Sedgwick lost 7 at 330p.

European Home Products, which made a poor market debut on Monday, continued to enter from a lack of support and closed 7 lower at 136p, a 24p discount to the offer price of 160p.

Allied Lyons and Guinness both retreated 5 to the common level of 325p in the drinks sector. Bass fell 15 at 785p, but confirmation of Bestwood's acquisition of a near-10 per cent stake in Bellways helped the latter touch a new peak of 74p before closing unaltered at 72p. J. A. Devenish, meanwhile, found support at 104p, up 6.

Building issues were marked progressively lower in the absence of buyers and losses extended into double figures by the close. The 10p bid for 10 down at 437p while BIC lost 12 at 642p. RFB Industries gave up a similar amount at 485p and Blue Circle closed 9 at 414p. Contracting and Construction stocks suffered a similar fate with Costain 10 down at 616p and Taylor Woodrow 13 adrift at 365p. Barratt Development was particularly dull at 138p, down 8, while Costain shed 5 to 205p. AMEC came back 10 to 263p and West Jones closed 12 at 400p. Other casualties included Marley, 4 off at 116p, and Tarmac, 14 lower at 474p. Timbers also went lower with Meyer International 4 off at 243p and Magnet and Southern 6 down at 182p. Hellebar, a firm market on Monday following property development prospects, encountered profit-taking and slipped 6 to 272p. George Dew were unchanged at 114p following debt issues with Meyer International exchange offer worth some £10m from Allied Plant.

Chemicals followed the general trend, falling 1/2 easier at 355p, while half-year figures due tomorrow, lost 10 at 365p. Increased interim profits failed to inspire Croda International which closed a couple of pence cheaper at 145p.

FINANCIAL TIMES STOCK INDICES
Table with columns: Index, 10 a.m., 11 a.m., Noon, 1 p.m., 2 p.m., 3 p.m., 4 p.m.
Includes Government Sec, Fixed Interest, Utility, Gold Mines, Ord. Div. Yield, etc.

LONDON REPORT AND LATEST SHARE INDEX. TEL. 01-246 8626

national which closed a couple of pence cheaper at 145p.
Dull conditions returned to the Stock sector after Monday's respite. Storehouse lost 10 to 356p, after 350p, as did Costs 21 to 297p. Woodwards cheapened 15 to 665p ahead of today's interim figures. Burton gave up 6 to 398p and Marks and Spencer relinquished 5 at 205p. Elsewhere, Freemans dropped 12 to 488p following selling ahead of next Monday's interim figures and Superdry half-year results scheduled for September 25, declined 10 to 460p. S. Caskey, on the other hand, moved up 3 to 40p on news of a takeover support and S and U Stores put 4 at 43p. Among Shoe and Leather issues, Pittard reflected the 31 per cent jump in interim profits with a gain of 6 at 112p, but profit-taking slipped 6 from Garner Booth at 182p.

Leading Electricals failed to escape the general downward trend. Cable and Wireless were prominent at 302p, down 17, while British Telecom closed 6 lower at 138p. Thorne 2001 recovered to 479p, but GEC settled with a fall of only 2 at 170p. Elsewhere, Messer remained a depressed 21 to 205p following a half-year profit and dipped 25 more to 205p for a two-day loss of 56. CPU Computers, in contrast, hardened 3 to 250p, but USAI quoted Brixton continued in demand and put on 15 further to 120p.

The Engineering leaders followed the downward trend. Hawker closing 16 off at 481p and GKN 8 cheaper at 284p. Elsewhere, Bremgrove featured

with a fall of 27 at 77p on news of a proposed rights issue, but Hall Engineering firmed 4 to 188p in response to the increased interim dividend and profits. Revived bid speculation left Rotax a few pence firmer at 135p.

Attempted nervous selling prompted a sharp mark down of the Food leaders, Unigate were particularly vulnerable and dipped 15 to 285p, while United Biscuits, uncertain of results due today, gave up 0 at 238p. Northern Foods lost 8 at 270p, as did Hillside Holdings, at 300p. Bernard Matthews fell 10 to 260p despite the good interim results, but Iceland Frozen Foods responded to the increased interim profits and proposed 10p per cent scrip issue with a gain of 5 at 540p. Retailers turned easier with Tesco 10 lower at 152p and Dees Corporation 8 down at 257p.

Recently-firm Grand Metropolitan succumbed to the general downward trend, slipping 7 to 345p and Ladbroke Ferts shed 3 to 140p.

Wedgehead advance
Wedgwood, reflecting suggestions of a takeover, advanced to 371p before closing 13 higher at 366p. Pentamid fell 12 to 260p following the interim results, but its US associate company has reached agreement for the purchase of the Rockport plant in the US.

Walking and casual footwear group, Comment on the interim figures left Balfour 20 lower at 180p. ASDA, a new share unit off at 180p. Frisvos, which announced half-year results at the lower end of expectations, fell 10 to 85p, but Myson hardened a few pence more in response to the interim statement. Sharron Ware, a poor market recently on the passing of the interim dividend and half-year loss, rallied sharply to 38p before closing 3 dearer on before closing 6 dearer on.

Worries over the recent decline in oil prices in the run up to the October OPEC meeting and fears of another build

up in US oil stocks over the past week prompted widespread losses throughout the oil sector. The latter was additionally depressed by the latest retreat by Wall Street. BP fell away to 649p in mid-afternoon but picked up to end the session a r/r 13 lower at 652p. Shell closed 5 off at 852p but British dropped to 121p prior to settling 8 cheaper at 120p. Enterprise Oil eased a few pence to 125p reflecting fears that the interim dividend, scheduled to be announced on Friday, could be cut, while LAMMO, due to report interim results of September 23, fell 5 to 118p. IC Gas, a strong market in recent days amid strong rumours of an imminent bid from the US, were the subject of sustained profit-taking and slipped back to 465p before declining to late close a r/r 11 9 off at 471p. A substantial two-way business was reported in oil shares on Friday, with a r/r of 10p depressed the price to 70p, but during the after-hours trade they rallied to close only 4 cheaper at 70p.

South African sectors of mining markets made good progress during a volatile trading session which was dominated by the rumours concerning Bank of America. Bullion mirrored the stories circulating about the US banker after opening lower at \$413 an ounce the metal price moved up strongly to touch \$420 before retreating to a high of \$415. Platinum traded similarly to gold, and was changing hands around \$668 in the morning before advancing to \$676 at one point in the afternoon.

Gold shares opened on a firm note, sustained by overnight American buying, and held up well in the morning on the appearance of sustained Johannesburg buying interest. The South African support was subsequently accompanied by sizeable US buying of Gold, amid the US banking rumours, and share prices made rapid progress before turning easier.

Real Estate
Real Property sector showed MEEPC 8 down at 313p and Land Securities 5 off at 310p. Britton Estate settled a couple of pence cheaper at 297p following the interim results, while Abacus edged 4 to 71p despite the double annual profits. Parkdale, a firm market in late afternoon, selling pressure and dipped 7 to 73p, while Asda Property slipped 10 to 340p. Against the trend, Smeethy shed 3 to 87p in reply to Ernest comment, while City of Aberdeen Land rose 20 to 540p on the good annual results and proposed one-for-one share division. Bryers showed interest in Edmond Holdings which closed 2 better at 22p and Toys R Us closed 12 higher at 290p in a restricted market.

In the Textiles sector, John Crowthier slipped 4 to 172p following the interim results, but the company's share unit off at 180p. Frisvos, which announced half-year results at the lower end of expectations, fell 10 to 85p, but Myson hardened a few pence more in response to the interim statement. Sharron Ware, a poor market recently on the passing of the interim dividend and half-year loss, rallied sharply to 38p before closing 3 dearer on before closing 6 dearer on.

Worries over the recent decline in oil prices in the run up to the October OPEC meeting and fears of another build

up in US oil stocks over the past week prompted widespread losses throughout the oil sector. The latter was additionally depressed by the latest retreat by Wall Street. BP fell away to 649p in mid-afternoon but picked up to end the session a r/r 13 lower at 652p. Shell closed 5 off at 852p but British dropped to 121p prior to settling 8 cheaper at 120p. Enterprise Oil eased a few pence to 125p reflecting fears that the interim dividend, scheduled to be announced on Friday, could be cut, while LAMMO, due to report interim results of September 23, fell 5 to 118p. IC Gas, a strong market in recent days amid strong rumours of an imminent bid from the US, were the subject of sustained profit-taking and slipped back to 465p before declining to late close a r/r 11 9 off at 471p. A substantial two-way business was reported in oil shares on Friday, with a r/r of 10p depressed the price to 70p, but during the after-hours trade they rallied to close only 4 cheaper at 70p.

South African sectors of mining markets made good progress during a volatile trading session which was dominated by the rumours concerning Bank of America. Bullion mirrored the stories circulating about the US banker after opening lower at \$413 an ounce the metal price moved up strongly to touch \$420 before retreating to a high of \$415. Platinum traded similarly to gold, and was changing hands around \$668 in the morning before advancing to \$676 at one point in the afternoon.

Gold shares opened on a firm note, sustained by overnight American buying, and held up well in the morning on the appearance of sustained Johannesburg buying interest. The South African support was subsequently accompanied by sizeable US buying of Gold, amid the US banking rumours, and share prices made rapid progress before turning easier.

EUROPEAN OPTIONS EXCHANGE
Table with columns: Series, Vol., Bid, Ask, etc.
Includes GOLD C, GOLD P, SILVER C, SILVER P, etc.

TRADITIONAL OPTIONS
Table with columns: Deal, Declared, Settlement, etc.
Includes Amstar, British Telecom, etc.

YESTERDAY'S ACTIVE STOCKS
Table with columns: Stock, Closing price, Day's change, etc.
Includes Amstar, British Telecom, etc.

MONDAY'S ACTIVE STOCKS
Table with columns: Stock, No. of shares, Day's change, etc.
Includes Amstar, British Telecom, etc.

RISES AND FALLS YESTERDAY
Table with columns: Stock, Rise, Fall, Same.
Includes British Funds, etc.

FT-ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

Table with columns: Index, 10 a.m., 11 a.m., Noon, 1 p.m., 2 p.m., 3 p.m., 4 p.m.
Includes EQUITY GROUPS & SUB-SECTIONS, FIXED INTEREST, etc.

Table with columns: Index, 10 a.m., 11 a.m., Noon, 1 p.m., 2 p.m., 3 p.m., 4 p.m.
Includes EQUITY GROUPS & SUB-SECTIONS, FIXED INTEREST, etc.

NEW HIGHS AND LOWS FOR 1986

Table with columns: NEW HIGHS (24), NEW LOWS (27)
Includes CANADIANS, BRITISH FUNDS, etc.

BASE LENDING RATES

Table with columns: Bank, Rate, etc.
Includes ABN Bank, Equatorial Tel Corp, etc.

LONDON TRADED OPTIONS

Table with columns: Calls, Puts, etc.
Includes Allied Ind, B.P., etc.

Handwritten signature or note at the bottom of the page.

WORLD STOCK MARKETS

Table of world stock markets including Austria, Germany, Norway, Australia, Japan, Canada, and others. Columns include country, date, price, and change.

TORONTO Closing prices September 16. Table listing various Canadian stocks and their prices.

MONTREAL Closing prices September 16. Table listing various Quebec stocks and their prices.

Indices section containing tables for New York, South Africa, and other regional indices.

OVER-THE-COUNTER Nasdaq national market, closing prices

Table of over-the-counter stocks with columns for stock name, price, and change.

LONDON Chief price changes. Table showing price movements for various commodities and currencies.

Cautious European bourses

Text article discussing market trends in Europe, mentioning banks, international investors, and regional market performance.

SINGAPORE

Text article discussing market trends in Singapore, mentioning buyers, international investors, and regional market performance.

NEW YORK STOCK EXCHANGE COMPOSITE CLOSING PRICES

Stock	High	Low	Open	Close	Change
AA	10.25	10.10	10.15	10.20	+0.05
AAE	10.15	10.00	10.05	10.10	+0.05
AAI	10.05	9.90	9.95	10.00	+0.05
AAJ	9.95	9.80	9.85	9.90	+0.05
AAK	9.85	9.70	9.75	9.80	+0.05
AAAL	9.75	9.60	9.65	9.70	+0.05
AAAM	9.65	9.50	9.55	9.60	+0.05
AAAN	9.55	9.40	9.45	9.50	+0.05
AAAO	9.45	9.30	9.35	9.40	+0.05
AAAP	9.35	9.20	9.25	9.30	+0.05
AAAR	9.25	9.10	9.15	9.20	+0.05
AAAS	9.15	9.00	9.05	9.10	+0.05
AAAT	9.05	8.90	8.95	9.00	+0.05
AAAU	8.95	8.80	8.85	8.90	+0.05
AAAV	8.85	8.70	8.75	8.80	+0.05
AAAW	8.75	8.60	8.65	8.70	+0.05
AAAX	8.65	8.50	8.55	8.60	+0.05
AAAY	8.55	8.40	8.45	8.50	+0.05
AAAZ	8.45	8.30	8.35	8.40	+0.05
AABA	8.35	8.20	8.25	8.30	+0.05
AABB	8.25	8.10	8.15	8.20	+0.05
AABC	8.15	8.00	8.05	8.10	+0.05
AABD	8.05	7.90	7.95	8.00	+0.05
AABE	7.95	7.80	7.85	7.90	+0.05
AABF	7.85	7.70	7.75	7.80	+0.05
AABG	7.75	7.60	7.65	7.70	+0.05
AABH	7.65	7.50	7.55	7.60	+0.05
AABI	7.55	7.40	7.45	7.50	+0.05
AABJ	7.45	7.30	7.35	7.40	+0.05
AABK	7.35	7.20	7.25	7.30	+0.05
AABL	7.25	7.10	7.15	7.20	+0.05
AABM	7.15	7.00	7.05	7.10	+0.05
AABN	7.05	6.90	6.95	7.00	+0.05
AABO	6.95	6.80	6.85	6.90	+0.05
AABP	6.85	6.70	6.75	6.80	+0.05
AABR	6.75	6.60	6.65	6.70	+0.05
AABS	6.65	6.50	6.55	6.60	+0.05
AABT	6.55	6.40	6.45	6.50	+0.05
AABU	6.45	6.30	6.35	6.40	+0.05
AABV	6.35	6.20	6.25	6.30	+0.05
AABW	6.25	6.10	6.15	6.20	+0.05
AABX	6.15	6.00	6.05	6.10	+0.05
AABY	6.05	5.90	5.95	6.00	+0.05
AAAZ	5.95	5.80	5.85	5.90	+0.05
AABA	5.85	5.70	5.75	5.80	+0.05
AABB	5.75	5.60	5.65	5.70	+0.05
AABC	5.65	5.50	5.55	5.60	+0.05
AABD	5.55	5.40	5.45	5.50	+0.05
AABE	5.45	5.30	5.35	5.40	+0.05
AABF	5.35	5.20	5.25	5.30	+0.05
AABG	5.25	5.10	5.15	5.20	+0.05
AABH	5.15	5.00	5.05	5.10	+0.05
AABI	5.05	4.90	4.95	5.00	+0.05
AABJ	4.95	4.80	4.85	4.90	+0.05
AABK	4.85	4.70	4.75	4.80	+0.05
AABL	4.75	4.60	4.65	4.70	+0.05
AABM	4.65	4.50	4.55	4.60	+0.05
AABN	4.55	4.40	4.45	4.50	+0.05
AABO	4.45	4.30	4.35	4.40	+0.05
AABP	4.35	4.20	4.25	4.30	+0.05
AABR	4.25	4.10	4.15	4.20	+0.05
AABS	4.15	4.00	4.05	4.10	+0.05
AABT	4.05	3.90	3.95	4.00	+0.05
AABU	3.95	3.80	3.85	3.90	+0.05
AABV	3.85	3.70	3.75	3.80	+0.05
AABW	3.75	3.60	3.65	3.70	+0.05
AABX	3.65	3.50	3.55	3.60	+0.05
AABY	3.55	3.40	3.45	3.50	+0.05
AAAZ	3.45	3.30	3.35	3.40	+0.05
AABA	3.35	3.20	3.25	3.30	+0.05
AABB	3.25	3.10	3.15	3.20	+0.05
AABC	3.15	3.00	3.05	3.10	+0.05
AABD	3.05	2.90	2.95	3.00	+0.05
AABE	2.95	2.80	2.85	2.90	+0.05
AABF	2.85	2.70	2.75	2.80	+0.05
AABG	2.75	2.60	2.65	2.70	+0.05
AABH	2.65	2.50	2.55	2.60	+0.05
AABI	2.55	2.40	2.45	2.50	+0.05
AABJ	2.45	2.30	2.35	2.40	+0.05
AABK	2.35	2.20	2.25	2.30	+0.05
AABL	2.25	2.10	2.15	2.20	+0.05
AABM	2.15	2.00	2.05	2.10	+0.05
AABN	2.05	1.90	1.95	2.00	+0.05
AABO	1.95	1.80	1.85	1.90	+0.05
AABP	1.85	1.70	1.75	1.80	+0.05
AABR	1.75	1.60	1.65	1.70	+0.05
AABS	1.65	1.50	1.55	1.60	+0.05
AABT	1.55	1.40	1.45	1.50	+0.05
AABU	1.45	1.30	1.35	1.40	+0.05
AABV	1.35	1.20	1.25	1.30	+0.05
AABW	1.25	1.10	1.15	1.20	+0.05
AABX	1.15	1.00	1.05	1.10	+0.05
AABY	1.05	0.90	0.95	1.00	+0.05
AAAZ	0.95	0.80	0.85	0.90	+0.05
AABA	0.85	0.70	0.75	0.80	+0.05
AABB	0.75	0.60	0.65	0.70	+0.05
AABC	0.65	0.50	0.55	0.60	+0.05
AABD	0.55	0.40	0.45	0.50	+0.05
AABE	0.45	0.30	0.35	0.40	+0.05
AABF	0.35	0.20	0.25	0.30	+0.05
AABG	0.25	0.10	0.15	0.20	+0.05
AABH	0.15	0.00	0.05	0.10	+0.05
AABI	0.05	0.00	0.05	0.05	0.00

Continued on Page 39

Handwritten signature or mark at the bottom center of the page.

NYSE COMPOSITE CLOSING PRICES

Table of NYSE Composite Closing Prices. Columns include Stock, Price, Change, and Volume. Includes sub-sections like 'Continued from Page 38' and 'Over-the-Counter'.

AMEX COMPOSITE CLOSING PRICES

Table of AMEX Composite Closing Prices. Columns include Stock, Price, Change, and Volume. Includes sub-sections like 'Over-the-Counter'.

OVER-THE-COUNTER Nasdaq national market, closing prices

Table of Over-the-Counter Nasdaq national market closing prices. Columns include Stock, Price, Change, and Volume. Includes sub-sections like 'Over-the-Counter'.

Advertisement for 'Get your News early in Stuttgart'. Text includes: 'Eine Zeitung erst mittags geliefert, hat für Sie nur den halben Wert. Damit Sie Ihre Financial Times noch vor Geschäftsbeginn erhalten...' and contact information for The Financial Times (Europe) Ltd.

